

CORPORATE SERVICES

The Nashville region has established itself as one of the most desirable headquarters and corporate office locations in America. The top driver of that growth is the region's strong talent pipeline. The Nashville region is home to more than 124,000 students who attend the region's higher education institutions with 60 percent choosing to remain in the area to work. Vanderbilt University, Middle Tennessee State University, Fisk University, Tennessee State University, Belmont University, Lipscomb University and a host of two-year institutions are just a few of the talent suppliers for the area's corporate offices. The Nashville region is also one of the most attractive metropolitan areas in the country for in-migration. Nashville gains an average of 81 net new residents per day providing the region's employers a continuous supply of available workforce.

Corporate headquarters in the region range from sectors including retail (Dollar General, Tractor Supply Company, Kirkland's, Genesco) to health care (HCA Healthcare, Community Health Systems, LifePoint, SmileDirectClub) to manufacturing (Nissan, Gibson Brands, Red Collar Pet Food, Bridgestone, Hankook Tire) and financial services (AllianceBernstein). The continued growth of these corporations in Nashville is driven by the regional talent pool, affordable operating costs and the ability to recruit key talent to the region. The Nashville region has also earned a reputation as a hotbed for technology, as companies like Lyft, iHeartMedia, Eventbrite, Pilot.com, Postmates, SmileDirectClub, and KeepTruckin' chose Nashville for east coast operations hubs. As Nashville continues to thrive, this evolution has become even more evident through the region's creative talent and a wealth of

LEADING HEADQUARTERS AND CORPORATE SERVICES COMPANIES

COMPANY	LOCAL EMPLOYEES
Vanderbilt University Medical Center and Monroe Carrell Jr. Children's Hospital at Vanderbilt	24,039
Nissan North America	12,000
HCA Healthcare Inc.	10,600
Vanderbilt University	10,331
Saint Thomas Health	8,335
Randstad	4,550
Asurion	4,170
Community Health Systems Inc.	3,878
Amazon.com	3,692
Lowe's Cos. Inc.	3,614
The Kroger Co.	3,520
Electrolux Home Products North America	3,400
Cracker Barrel Old Country Store Inc.	3,389
Bridgestone Americas Inc.	3,335
National Healthcare Corp.	3,028
Shoney's Inc.	3,000
Walgreens	2,716

Source: 2019 Book of Lists



CORPORATE SERVICES WAGES

OCCUPATION	JOB IN NASHVILLE MSA	MEDIAN HOURLY EARNINGS
Human Resources Managers	1,700	\$48.12
Buyers and Purchasing Agents	2,150	\$28.59
Market Research Analysts and Marketing Specialists	4,280	\$30.84
Accountants and Auditors	11,680	\$34.90
Financial Specialists, All Other	3,890	\$35.40
Sales Representatives, Services, All Other	7,785	\$31.01
Switchboard Operators, Including Answering Service	350	\$15.58
Bill and Account Collectors	2,340	\$19.52
Billing and Posting Clerks	4,390	\$19.14
Payroll and Timekeeping Clerks	990	\$22.21
Customer Service Representatives	22,810	\$17.77
Receptionists and Information Clerks	7,050	\$13.94
Executive Secretaries and Administrative Assistants	3,040	\$27.55
Computer Operators	431	\$21.97
Data Entry Keyers	1,110	\$16.32

Source: BLS, Occupational Employment Statistics, May 2019
Release, Chmura Analytics 2019



"Expanding our presence in Nashville was the right business decision for UBS. As a longstanding member of the community, we knew this was a city with the talent capable of helping us grow."

-Wanda Lyle, managing director,
general manager of Nashville
Business Solutions Center, UBS

**#1 Metro for
Economic
Strength in 2020**

POLICOM, January 2020

**Vanderbilt,
Belmont and
Lipscomb
universities offer
top-ranked MBA
programs**

Bloomberg Business, 2019

**#1 City for
Job Seekers
in 2020**

MoneyGeek, 2020

**#2 Best Place
for New
Businesses**

SmartAdvisor, 2019

**167,291
people in
the Nashville
MSA have a
graduate or
professional
degree.**

*American Community
Survey 2018 1 Year
Estimates*

**2nd
Hottest
Job
Market
in the
Country**

*Wall Street
Journal, 2020*

**The Nashville region is home to 10 Fortune 1000 companies
including 5 Fortune 500 headquarters.**

Fortune, 2020

MITSUBISHI MOTOROS RELOCATES HEADQUARTERS FROM CALIFORNIA TO FRANKLIN

Why did you choose to relocate your headquarters to Franklin? Has this location been an important part of your success?

The move was part of an ongoing plan to reinvent every aspect of the Mitsubishi Motors brand in the U.S. Dynamic technology, entrepreneur and automotive scenes originally attracted us to Tennessee. Williamson County's schools, cost of living and community pride put our decision over the edge.

What has your experience been in hiring talent in the Nashville region? Have you been successful recruiting qualified workers with skills needed?

Absolutely. We've found great talent and built a passionate and enthusiastic team locally.

Have there been any specific programs that have helped your company succeed in the Nashville region?

The close working relationships we built with the Governor Lee, the State of Tennessee's economic and community development department, and the Williamson Inc. team in our transition made it seamless for us. We've only been here for a few months, but it feels like we've always been here.

What is Mitsubishi doing to make the Nashville region a better place to live, work and play?

We are building a corporate social responsibility program that allows employees to bring their time and their talents to the table. We will continue to grow and support our philanthropic relationships, but also explore ways to support the small business and entrepreneur communities in the area.

Anything else you want to share?

In searching across the country for the best place to move our headquarters office – taking into consideration the cost of doing business, cost of living, lifestyle, schools, climate and all the things that would make our employee team want to move, as well as the business climate the Nashville region and the state of Tennessee offer – choosing Franklin checked all the boxes important for us. Tennessee, and the greater Nashville area specifically, offer a strong automotive-focused worker pool – VW, Nissan, GM, Calsonic, Hankook Tire and others all have operations in the region. More importantly, the area offers a worker pool that is focused on other aspects – customer satisfaction, new business-thinking, brave new ways of doing business – that will be critical to the future of the Mitsubishi brand in the US.

