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ARCHER
DATACENTERS

Selects Gallatin for First Wholesale Co-Location Facility

(GALLATIN, TN) The Gallatin Economic Development Agency (EDA) announced today that Archer Datacenters has chosen Gallatin for its first wholesale co-location facility in the United States.

"We have chosen Gallatin for our first site because of the growth potential associated with Nashville's burgeoning financial services and technology sectors, as well as its enormous footprint in healthcare," said Jordan Milman, founder and CEO of Archer Datacenters. "It also has a well-educated and growing workforce, low unemployment, fantastic livability, and economically competitive renewable energy."

Archer has purchased nearly 30 acres in Gallatin Industrial Center Phase II across from Beretta USA and next to Axem. In addition to Archer's initial capital expenditures, future tenants could invest as much as \$100Million.

"We are excited to welcome Archer to our business community," Mayor Paige Brown said. "One of the EDA's key strategic goals is to bring technology centers and jobs to Gallatin. Archer's confidence in Gallatin creates tremendous opportunity in that arena."

Milman launched Archer in July 2017 to develop wholesale co-location data centers powered exclusively by renewable energy in underserved and emerging U.S. markets. Internet traffic and data storage demand are both growing exponentially. The Archer business model is focused on capitalizing on this growth, especially as it pertains to enterprise migration from on-premises data storage to the expansion of geographical data centers.

Prior to founding Archer, Milman spent 17 years in the financial services industry, the last seven at Libremax Capital, a securitized products hedge fund he co-founded in 2010. Prior to that, Jordan was a Managing Director at Deutsche Bank and head of subprime and non-agency trading and re-securitization. Milman graduated with a B.S. in Economics from the Wharton School at the University of Pennsylvania in 2000.

"Archer is a perfect addition to Gallatin's industrial family because of the high capital investment and low job numbers," said James Fenton, Executive Director of the Gallatin EDA. "That may seem counter-intuitive to applaud low job numbers, but these jobs average \$50 an hour and won't cannibalize our existing manufacturers."

Gallatin's current unemployment rate is less than 3%. That is why the Gallatin EDA has shifted from pursuing industrial prospects requiring hundreds of workers to the tech industry and corporate offices. Additionally, the Nashville area is the fastest growing small market for tech talent in the U.S. and Canada. Gallatin is one of the nation's top power suburbs and one of Tennessee's top ten suburbs for millennials.

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"We are excited to be a part of the Gallatin community and that of greater Nashville, and hopeful that we can fill a market need that we have identified as Nashville continues to grow into a major U.S. market across a variety of data-intensive business sectors," Milman said.

The Gallatin EDA has been working with Milman for nearly a year to address all of Archer's needs and concerns.

"I cannot stress enough that this announcement is the result of a true partnership," Fenton said. "We have an invaluable relationship with the Tennessee Valley Authority, along with our own Gallatin Department of Electricity, Gallatin Public Utilities and Volunteer State Community College."

Because of the Gallatin EDA's focus on recruiting tech jobs, Fenton approached the Greater Nashville Technology Council about offering intensive certification courses at Vol State. Later this year, Vol State and the Tech Council will launch technology apprenticeship programs that guarantee graduates a job upon certification. Tech workers typically enjoy a 66% higher wage than the average wage earner in Middle Tennessee.

"The location of Archer Datacenters in Gallatin attracts the higher paying jobs that will elevate Gallatin for additional professional job opportunities," Mayor Brown said. "Archer also helps diversify our economy, which helps insulate us from dramatic economic fluctuations."

Archer plans to break ground in the next few months. For more information on the addition of this datacenter and the technology apprenticeship program to launch at Vol State, contact the Gallatin EDA office at 615-451-5940.

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