

**Hartsville/Trousdale County
Industrial Development Board**

Minutes

November 17, 2020

5:00 p.m.

The meeting of the Hartsville/Trousdale County Industrial Development Board was called to order by Chairman Mark Beeler in the County Mayor's office. Members present were: Heather Bay, Mark Beeler, Scott Graves, Bryan King, Craig Moreland and Robert Thurman. Also in attendance were Mayor Stephen Chambers, County Commission Chairman Dwight Jewell, Dan Tidcomb with Tennessee Central and Lacy Beasley with Retail Strategies by Zoom and Debra Morton.

The minutes of the October 20, 2020 meeting were approved following a motion by Bryan King and a second by Craig Moreland.

The treasurer's report was approved following a motion by Bryan King and a second by Heather Bay. The current balance is \$ 152,831.50.

Retail Strategies

An open meeting was held at the Community Center on November 10, 2020 with the IDB and any interested community parties. Lacy Beasley with Retail Strategies, LLC out of Birmingham, AL made a presentation and answered questions.

Because of Lacy Beasley's schedule, the Retail Strategies agenda item was moved up as a first discussion. Board members questioned various proposed contract items. Of 1.C., it was clarified that Retail Strategies would not come to Hartsville unless it was mutually agreed on ahead of time. Mileage would be charged, but lodging wouldn't be necessary due to the proximity of the company to Middle Tennessee. Of 9.A., as an example, updating a hotel feasibility study or another type of feasibility study are not a part of the services provided by Retail Strategies and would be handled through a third-party affiliate. Specifically, Bryan King stated that the prior hotel feasibility study, which initially cost \$9,000.00, would need to be updated, to move forward with a new hotel venture. Since it would be an update, the cost probably would be reduced, especially since a residential study is already complete. Bryan also questioned how important is it to have a PILOT program in place for retail development as opposed to industrial development. Lacy suggested that the IDB should wait until a viable project be in place before a PILOT program would be needed. Dan Tidcomb, with Tennessee Central, stated that in PILOT situations, industrial ventures are different from retail ones. Another question arose over whether the IDB can enter into a retail strategies contract without

a bidding process. It was stated that there is no restriction in engaging professional services, so there is no need to bid.

Bryan King made a motion to sign a three-year contract with Retail Strategies at a cost of \$35,000.00 per year and to authorize the first year's payment from IDB funds. Scott Graves seconded the motion. The motion passed.

Lacy Beasley stated that a retail strategies point of contact would need to be established whether that be the IDB Chairman and/or the County Mayor.

Sewer Access on Anderson Meats Property

The sewer line easement has been signed by Old Time Express and Anderson Meats. Bryan King made a motion to authorize payment \$1,500.00 for sewer line easement across the Old Time Express property to connect to the Anderson Meats property. Craig Moreland seconded the motion. The motion passed.

The secretary requested a signed and recorded copy of the easement to include with the minutes.

The Chairman suggested reaching out to Mr. Anderson to make sure there is an agreed-on price for the sewer cost. The estimated cost is for 48' at \$20/ft. Bryan King will talk with Mr. Anderson. A called/Zoom meeting could facilitate IDB approval.

Request for Funds Applications

There have been no applications. Carson Jones has an application in hand but has not returned it.

Retail Academy

Bryan King and Mayor Chambers are engaged in Academy 201. They participate in online group discussions and are ahead of the curve as opposed to other participants.

PILOT Discussion

Dan Tidcomb, with Tennessee Central, will get the PILOT draft copy revised that was begun several years ago. He does not feel other edits need to be done. The Mayor stated that a proposed PILOT document would need to be approved by the IDB, then by the county Budget and Finance Committee and then go the County Commission for final approval.

A PILOT project would involve the IDB, in that any property initially would need to be held in the IDB's name as a tax-exempt entity. It would be transferred to the business at a later juncture. The PILOT document would state which type of specific business could qualify. A 3rd party would score a proposed project for eligibility. Heather Bay stated that the IDB needed to be the first point of contact for an application. Due to the complexity of PILOT ventures, legal advice and guidance may need to be obtained. The PILOT discussion will be on-going.

Other Business/Public Comments

A proposed IDB budget for Retail Strategy efforts was reviewed. Some discussion ensued about the possibility of needing additional budget items to include, for example, an updated hotel feasibility study. An item of this nature could be added at a later time. Hopefully, the county, through the Economic Development Committee, would fund the study.

Bryan King made the motion to accept the budget as presented. Heather Bay seconded the motion. The motion carried.

Mark Beeler, Chairman, has submitted his resignation from the IDB by letter to Mayor Chambers and to be effective as of 11-30-2020. Bryan King as Vice Chair will step in until new officers are elected at the January 2021 IDB meeting. Mark will pass along any records he possesses to Bryan.

Scott Graves made the motion to adjourn. Bryan King seconded the motion.

The meeting was adjourned.

Hartsville/Trousdale County
Industrial Development Board
Treasurer's Report
January 21, 2021

Beginning Balance	\$152,831.50
Check # 1018 to Old Time Express (Easement)	-1,500.00
Check # 1019 to Retail Strategies (Year 1)	-35,000.00
Check # 1020 to Branden Bellar, Attorney	<u>-776.05</u>
Ending Balance	\$115,555.45

Bryan King <n2color69@gmail.com>

Wed, Nov 18, 2020, 8:21 AM

to Steve

Good Morning Steve,

We have gotten a measurement from the water department from the point of clean out to the property line of 48 feet. We researched to determine a fair per foot price including labor and materials would be \$20 a foot. This would bring our responsibility to \$960. What are your thoughts on this? Please feel free to contact me to discuss. Mr Beeler has resigned as chair of the board, affective at the end of this month. As vice-chair, I will be fulfilling his position until January when we re elect officers. In the interim, please feel free to contact me if you need anything.

Thank you Sir,

Bryan King
615 454 8301

 ReplyForward

Track your expenses...

- Clothing Food Transportation
- Credit Card Utilities Mortgage
- Entertainment Insurance Other: _____

TAX-DEDUCTIBLE ITEM

7060

11-27

Roger Ray

Elizabeth

BALANCE FORWARD	
THIS ITEM	1200/2
BALANCE	
DEPOSIT	✓
OTHER	
BALANCE FORWARD	



For added security, your name and account number do not appear on this copy.

NOT NEGOTIABLE