



HARTSVILLE/TROUSDALE COUNTY GOVERNMENT  
***INDUSTRIAL DEVELOPMENT BOARD***

**AGENDA**

**Meeting Date:** October 10<sup>th</sup>, 2023@ 7:30pm  
**Meeting Location** Hartsville Water & Sewer Dept Conf Room  
322 Broadway St. Hartsville, TN.

**Officers:**

Chair – Scott Graves  
Vice-Chair – Seth Thurman  
Treasurer – Tracy Belcher  
Secretary – Paul Knudsen

**Board members:**

Craig Moreland  
Heather Bay  
Leah Petty

**Agenda:**

1. Quorum confirmed
2. Meeting called to order
3. Pledge of Allegiance
4. Approval of the Minutes from last meeting July. 11th, 2023
5. Treasurer's report
6. Update Retail Strategies – Retail Conference Paul Knudsen/Mayor McCall
7. IRIS Fuel Tech – Request for Financial Aid
8. Other business: Cobblestone Hotel Investor Status – Paul Knudsen
9. Update from the Mayor
10. Public Comments
11. Adjournment

## **Hartsville/Trousdale County Industrial Development Board**

Minutes for meeting July 11<sup>th</sup> 2023 7:30 P.M. Meeting was recorded.

Chairman Scott Graves called the meeting to order promptly at 7:30 with members present Heather Bay, Tracey Belcher – Treasurer, Scott Graves – Chairman, Paul Knudsen – Secretary, Craig Moorland, Seth Thurman – Vice Chairman, Jack McCall – Mayor. Leah Petty being the only member not in attendance a quorum was called.

The meeting opened with the Pledge of Allegiance

Minutes from the last meeting were reviewed and a motion to approve as presented was made by Seth Thurman and second by Craig Moorland, motion passed unanimously.

The treasurer's report was presented next with a motion to approve as presented by Craig Moorland and second by Heather Bay, motion passed unanimously.

Scott Graves then gave comments on the latest communication with Retail Strategies on businesses that would have potential for Hartsville/Trousdale County, some named were Popeye's, Burger King, Jacks, Ace, a major grocery chain and Lowe's. There is a conference in Nashville geared to networking with such potential businesses on August 8<sup>th</sup> 10:00 A.M. - 10:00 P.M. Discussion ensued on the advisability of sending someone. Seth Thurman making a motion to send someone and Heather Bay second, motion carried unanimously. Paul Knudsen volunteered and Jack McCall agreed to attend as well. Scott Graves to make the reservations. Finally, Scott Graves presented Retail Strategies data suggesting a 27% increase in traffic in the community over the last 2 years and stated a review of sales tax receipts implied a 27.9% increase. This concluded the Retail Strategies report.

Carson Jones from IRIS Fuel Tech. then gave the board a presentation on the company's business growth since 11/2020. He explained the challenges he is facing with new growth opportunities and a lack of square footage, sewer, and the need for more power to his building. He is experiencing some frustration with not being able to have a longer-term lease on the facility that allows him to make the needed expansion and upgrades to accommodate new contracts from Toro in April 2024 and Polaris in November 2024. He is also experiencing potential safety issues from a portable loading dock and heavy equipment operating in too small a space. After he left much discussion ensued about what the board could do to assist him. With no clear path, the board decided that more conversations with decision makers on the property was the best path.

Paul Knudsen then gave a quick update on the Cobblestone hotel project.

Mayor McCall gave the mayor's update which included comments on the Trey Park project, Ward School, and the Goose Gala.

With no one from the public present there were no public comments and Craig Moorland made a motion to adjourn which was seconded by Seth Thurman and Chairman Scott Graves declared the meeting adjourned at 8:20 P.M.

*Respectfully submitted, Paul Knudsen, Secretary*



# First National Bank

Date: 8/31/2023 Page 1 of 2  
Account Number: [REDACTED]

INDUSTRIAL DEVELOPMENT BOARD OF  
HARTSVILLE/TROUSDALE  
[REDACTED]  
HARTSVILLE TN 37074

.....CHECKING ACCOUNT.....

YOU 1ST BUSINESS CHECKING		Image Statement	0
Account Number	Ending [REDACTED]	Statement Dates	8/01/23 thru 8/31/23
Previous Balance	63,696.55	Days in the statement period	31
Deposits/Credits	.00	Average Ledger	63,696
Checks/Debits	.00	Average Collected	63,696
Service Charge	.00		
Interest Paid	.00		
Ending Balance	63,696.55		

.....Daily Balance Information.....

Date	Balance
8/01	63,696.55





Iris Plastics

[REDACTED]  
Hartsville TN 37074  
(615) 484-0327

Sep 27, 2023

To; Scott Graves / Trousdale IDB

Dear Scott,

We are submitting a request for support for some essential services to be provided at our Manufacturing Facility- Iris Plastics at 70 Mckee Circle, Hartsville TN. The Facility has been leased to us since early 2020 at a base rate of \$8400 annually due to the conditions at the time of occupancy. It is a 32,000 sq ft facility on a substantial concrete pad that had no water, sewer, or high voltage power. Additionally the two conjoined 16,000 sq ft buildings have had constant leaking to date. However the facility was empty and it had the ceiling heights that would support the fleet of machines forthcoming.

As a start up business it was extremely difficult to get funding and the complexity of our manufacturing made it exponentially harder to educate the financiers of our plans. But we did get the money we needed in Phase 1 both for our equipment and to outfit the 70 Mckee Circle facility with proper Fire Suppression and Electricity.

Now in Phase 2 for Iris Plastics, we are adding sales/employees that will require simply a level of sanitation and safety that I am unable to provide currently. With conditions of recent years and the pandemic it's even more critical for employee satisfaction & retention to provide adequate services to them.

The following costs on page 2 are not incorporated into any of our Investment Funds for "CURRENT PHASE 2" Found on page 3. The reason being is the uncertainty of our future in this location vs being forced to acquire land/build/move- which is why we are asking for help and doing our best to avoid carrying these Page 2 costs. These are all building improvements that we would be walking away from while taking an absolute hit on inflation, changes in real estate, not to mention the cost and time to build new. Would any land in the park not be considerably less to help us recoup what we leave compared to what we must overcome?

FACILITY DIRECT COSTS (Not in Iris financial plan)				
Project	Vendor	Details	Quote	10% Buffer
Sewer	Kemp Brothers	2,250' of 2" force main, tie in, liberty pump.	\$90,950.00	\$9,095
Building	Walts Buildings	24x60 add on with 3 side building, insulated and concrete	\$30,000	\$3,000
Receiving /Dock / Parking	Kemp Brothers or TCH	Grading front and back for adequate business activity/ aesthetics. Resurface back dock for daily forklift traffic.	\$60,000	\$6,000
Infrastructure	Iris Plastics	Roofs, Siding, Gutters, Doors, Security, Lighting and Safety.	\$25,000	\$2,500
			\$205,950	\$20,595

We are adamantly chasing an additional 5 years minimum at our current site simply due to phase 1/phase 2 total capital investments and facility investments of almost \$4M again NOT INCLUDING THE ABOVE TABLE \$205k additional I- and still inquiring about the opportunity for it to be a permanent site because the cost savings are SIGNIFICANT. If anyone evaluated our circumstances, they would agree. I would prefer to purchase or acquire the current site on as-is with ~8 acres and do all this work on our own so we might get further benefit on our balance sheet to add equipment with lower interest so we can continue adding jobs.

As production schedules for all 5 machines fill out the next 6-18 months it will become clear what financing routes we will have to build and what debt load we can/will manage. We could possibly build entirely the size we want 150,000 sq ft and sub-lease half for 5 years or so or potentially start with half that size and be capable of add-on as needed.

The following sections will provide minor additional details on the broader view of what we did, what we are doing, and what we will be doing soon.

**Completed Phase 1 - July 2019 to December 2022** added 16 Full-Time Employees  
\$2,170,000 Total Investment, \$1,990,000 in Equipment and \$180,000 in Facility (Electrical, Fire Sprinkler, other bldg related).

**Current Phase 2 - January 2023 to June 2024** will add 30 additional Full-Time Employees(20 hourly, 10 salary)  
\$1,750,000 Total Investment, \$1,440,000 in Equipment, \$220,000 in Facility Electricity, and deferred interest of +/- \$90k included allows us the time we need for project completion/production.

In the attachment the first table tells the timeline/capital **to production** with the lower tables showing you sales per machine line, the middle table is pretty simple for scheduled monthly disbursements to move each machine line along.

The next few months are very critical to us as I am certain this will be the slowest time our business will ever have again. Currently we have multiple major projects underway that are catalysts for growing sales, all projects to wrap up by end of year.

- T.O.S.H.A. Safety Compliance (State Rep Audits our facility/operation)
- ISO 9001 & QMS Implementation (contracted with UT-CiS as partner for project)
- Digitization of all functions and internal systems training (Google Workspace/Google Cloud System)

Some of the major accomplishments so far this year

- ASTM F852 Fuel Container Compliance (our 3rd party auditor for our manufacturing process)
- EPA/CARB Permeation Compliance to our processes
- Installation of Bulk Material Handling Silo to reduce costs/labor
- Acquired 4 complete Blow Molding Machines to secure current phase 2 plan and facility capability



**Future Phase 3 - January 2025 and beyond** will add 50 additional Full-Time Employees  
\$45,000,000 Total Investment, \$25,000,000 in Equipment, \$20,000,000 in New Construction  
150,000 sq ft facility

We have hired a Sales Director- I am confident he will bring us Polaris, John Deere, Kubota, etc. He has personal relationships with many of the technical team members and procurement groups as well. He has been invited to some of the factories for these OEMs to help them with internal manufacturing problems.

We are adding large part Blow Molding capacities since our current machines all produce smaller "packaging" parts- 6gallons and less. This expansion into Phase 3 will be integral to acquiring/land and constructing our home.

One very crucial piece of the puzzle I would like to weave is integrating our machine supplier Bekum (<https://bekumamerica.com/>) with TN state ECD and TVA ECD. They all 3 could have a profound part in helping us to phase 3. A new building at the "state of art" levels in preparation for brand new Electric machines is the goal. The rigid plastic packaging market worldwide is expected to grow from \$241 Billion in 2022 to \$364 Billion in 2030.. Our company will be one of the leanest and most savvy going forward participating in the growth.

Looking forward to hearing back

Thanks,

Carson Jones - Iris Plastics

# Kemp Brothers Construction Inc

Joe Allen Kemp  
6154896003  
joeallenkemp@yahoo.com

12 Old Kemp Hollow Lane  
Pleasant Shade, Tennessee 37145

# ESTIMATE

**For:** Iris Plastics

34

Date: Sep 21, 2023

Description	Quantity	Rate	Amount
Liberty duplex grinder pump station installation ( wiring done by others).	1	\$90,950.00	\$90,950.00
		\$52,950.00	
2,250' of 2" force main @ \$16.00 per ft.		\$36,000.00	
Tie in to existing manhole. \$2,000.00			

Let me know if we can help!

Subtotal \$90,950.00

**Total \$90,950.00**



USES OF FUNDS

Production Line Date Producing	Extrusion Head	Electricity	Water	Air	Material Handling	Grinder/Evac	Line TOTALS
BMM #1	\$715,000.00	\$90,000.00	\$60,000.00	\$66,000.00	\$95,000.00	\$20,000.00	\$1,046,000.00
3/1/2024 for production. Investment into making direct copy of BMM #2 capable of producing additional 750-900k units annually							
BMM #2		\$20,000.00	\$60,000.00		\$40,000.00	\$20,000.00	\$140,000.00
9/1/2023 Upgrading/improvements on primary machine that's produced \$6M in revenue current chiller to new/larger and provide BMM #3 with used smaller chiller							
BMM #3	\$85,000.00	\$55,000.00	\$5,000.00	\$25,000.00	\$30,000.00	\$10,000.00	\$210,000.00
11/1/2023 Assembly/Install of 2nd 6-layer machine, possible to produce No-Spill and other small offroad fuel tanks							
BMM #4	\$70,000.00	\$55,000.00	\$60,000.00	\$40,000.00	\$15,000.00	\$20,000.00	\$260,000.00
1/1/2024 Assembly/Install of 1st machine for non-fuel product, structure of plastic walls is standard and less expensive for consumer products (Watering Can)							
	\$870,000.00	\$220,000.00	\$185,000.00	\$131,000.00	\$180,000.00	\$70,000.00	\$1,656,000.00

Monthly Disbursement Schedule (8/2023 - 4/2024)

	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Line TOTALS
BMM #1	\$214,500.00	\$80,000.00		\$325,500.00	\$60,000.00	\$80,000.00	\$214,500.00		\$71,500.00	\$1,046,000.00
BMM #2	\$20,000.00	\$60,000.00	\$60,000.00							\$140,000.00
BMM #3	\$20,000.00	\$65,000.00	\$125,000.00							\$210,000.00
BMM #4		\$55,000.00	\$80,000.00	\$80,000.00	\$80,000.00	\$45,000.00				\$260,000.00
	\$254,500.00	\$205,000.00	\$240,000.00	\$405,500.00	\$140,000.00	\$125,000.00	\$214,500.00	\$0.00	\$71,500.00	\$1,656,000.00

	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024
BMM #1												
view stripe chemical bottle	\$2.60										40,000	40,000
safety container	\$4.00										40,000	40,000
BMM #2												
current nospill customer	12,960	0	39,600	39,600	39,600	39,600	50,000	50,000	60,000	80,000	80,000	80,000
BMM #3												
water cans	\$1.55					45,000	60,000	100,000	100,000	100,000	60,000	
other small fuel tank	\$7.00						2,000	6,000	8,000			
BMM #4												
volume small decanter	\$0.60					20,000	20,000	20,000	20,000	20,000	20,000	20,000
23mm neck sprayer	\$0.80										80,000	
water cans	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$69,750.00	\$93,000.00	\$155,000.00	\$155,000.00	\$93,000.00	\$0.00
view stripe chemical bottle	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$104,000.00	\$104,000.00	\$104,000.00	\$104,000.00
safety container	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
other small fuel tank	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$14,000.00	\$42,000.00	\$56,000.00	\$0.00	\$0.00	\$0.00
volume small decanter	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00
23mm neck sprayer	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$64,000.00	\$0.00
Aug 2024												
view stripe chemical bottle	40,000	20,000	20,000	20,000	0	0	60,000	60,000	40,000	40,000	40,000	40,000
safety container	5,000	5,000										
current nospill customer	60,000	60,000	60,000	60,000	39,600							
water cans			60,000	60,000	80,000	120,000	140,000	140,000	140,000	80,000	60,000	
other small fuel tank			10,000					10,000				10,000
volume small decanter	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
23mm neck sprayer				40,000					80,000			80,000
water cans	\$0.00	\$0.00	\$93,000.00	\$93,000.00	\$124,000.00	\$720,750.00						
view stripe chemical bottle	\$104,000.00	\$52,000.00	\$52,000.00	\$52,000.00	\$0.00	\$416,000.00						
safety container	\$20,000.00	\$20,000.00	\$0.00	\$0.00	\$0.00	\$0.00						
other small fuel tank	\$0.00	\$0.00	\$70,000.00	\$0.00	\$0.00	\$112,000.00						
volume small decanter	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$84,000.00						
23mm neck sprayer	\$0.00	\$0.00	\$0.00	\$32,000.00	\$0.00	\$64,000.00						

# WALT'S BUILDINGS

PROPOSAL SUBMITTED TO: <i>Iris Plastics</i>	JOB NAME	JOB #
ADDRESS <i>160 Poplar Grove Rd Westmoreland TN</i>	JOB LOCATION <i>Hartsville TN</i>	DATE OF PLANS <i>3-1-2021</i>
PHONE # <i>615-561-3073</i>	FAX #	ARCHITECT

We hereby submit specifications and estimates for: *24 X 60 Shed with three sides Insulated  
2 Walk Doors without Concrete*

*(CONCRETE ESTIMATE @ \$50/FT = \$12,000.00)*

We propose hereby to furnish material and labor - complete in accordance with the above specifications for the sum of:

\$ *17,465.04* Dollars

with payments to be made as follows: *Material Payment when delivered and remaining when finished*

Any alteration or deviation from above specifications involving extra costs will be executed only upon written order, and will become an extra charge over and above the estimate. All agreements contingent upon strikes, accidents, or delays beyond our control.

Respectfully submitted *Lynn Slayton*

Note - this proposal may be withdrawn by us if not accepted within \_\_\_\_\_ days.

## Acceptance of Proposal

The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payments will be made as outlined above.

Signature \_\_\_\_\_

Date of Acceptance \_\_\_\_\_

Signature \_\_\_\_\_

*Edie Torres*