

ECONOMIC DEVELOPMENT COMMISSION
Thursday, January 7, 2016
Blue Conference Room
1920 South Germantown Road

The regular meeting of the Economic Development Commission (EDC) was held Thursday, January 7, 2016, in the Blue Conference Room. Chairman Klein called the meeting to order at 5:30 p.m.

- PRESENT:** Sidney Kuehn, James King, Rick Towne, Jerry Klein, Janet Geyer, Steven Levy, Jim Lefler, Trey Sowell, Brian Pecon, and Alderman John Barzizza
- GUESTS:** Reid Dulberger, Chief Economic Development Officer for Shelby County, for EDGE, and Gwyn Fisher, Regional Director of Economic & Community Development for the State of TN
- ABSENT:** Janie Day, and James (Bo) Adams at Leadership Germantown Meeting
- STAFF PRESENT:** Cameron Ross, Director of Economic and Community Development, and Marie Lisco, Economic Development Manager

1. A quorum for tonight's Economic Development Commission meeting was met.

2. **Minutes: Approval of Minutes for October 1, 2015:**

Chairman Klein stated the first order of business is the approval of the minutes for October 1, 2015. If there were no additions, corrections or deletions to the minutes, he would entertain a motion for approval.

Mr. Kuehn moved to approve the Economic Development Commission minutes of October 1, 2015, seconded by Ms. Geyer. **The motion was passed.**

Minutes: Approval of Minutes for November 5, 2015:

Chairman Klein stated the first order of business is the approval of the minutes for November 5, 2015. If there were no additions, corrections or deletions to the minutes, he would entertain a motion for approval.

Mr. Towne moved to approve the Economic Development Commission minutes of November 5, 2015, seconded by Mr. Kuehn. **The motion was passed.**

3. **Nomination of Vice Chairman:** A motion was made by Mr. Kuehn for Steven Levy to resume the role of Vice Chairman and seconded by Rick Towne.

4. **Introductions and Welcome to New Members:**

Chairman Klein noted that in the packets are the City ordinance concerning the EDC and the commission attendance policy. We are an advisory group for the Board of Mayor and Aldermen. Welcome to new members: Trey Sowell stated he was a Real Estate Developer for new subdivisions of large scaled home builders for 10 years. I moved out to Germantown 4 years ago. I have a son at Houston High School as a freshman; and my daughter is junior at Ole Miss, my wife is a native from Germantown. Jim Lefler stated he is from Germantown and attended Germantown High School and graduated in the class of 1966. Then attended the University of Memphis and got a degree in engineering. I have three daughters all graduated from Germantown High School and from University of Memphis. My wife went to Overton High School and we have been married for 45 years. Brian Pecon is a long time resident of Germantown and James (Bo) Adams who had to attend the Leadership Germantown meeting tonight.

Ms. Lisco reported on events that occurred in 2015: it was a great year; we finally started the Forest Hill Heights Small Area Plan that is one of five strategic areas for development that the City has focused on. The next meeting is on January 26. We had a lot of new or expansion projects: Thornwood, Kroger, Trader Joes, Spouts, and we helped sponsor a retail bus tour for the partnership with the Shopping Center Group with bankers and real estate people, and there

are a lot of new stores in Saddle Creek. We have businesses that we recognize every year for being in business for 25 or 50 years. The businesses for 25 years for 2015 were Chili's, Chico's, and Bob Westbrook Entertainment we gave them a certificate of recognition. We held a Development Open House in June, which was an opportunity for developers and consultants to actually go through our project process; to hear first of all what is different and what has changed since the last time they did a project in Germantown. But also, what are the opportunities with the Smart Code to support our Smart Growth areas, and we had a third party consultant come in to facilitate a discussion while all of the staff left the room. It gave the consultants and developers an opportunity to provide feedback regarding their experiences with the process and the ordinances. The consultant provided a report that's being used as guidance to make adjustments with the planning and development process department. We will not have the 2016 Business and Industry Summit in February. At last year Summit it was a little tricky from the weather standpoint due to some (ice and snow). We want you to be able to help us with sponsorships. I want to thank Reid Dulberger with EDGE because they actually provided grant funds to the Chamber as a partnership with the City on our Summit. Also, from last year we setup an Economic Development Twitter account it is Twitter: @GtownTNED.

5. Reports/Monthly/Quarterly:

a) City – Germantown Economic Development:

- i. **Guest:** Gwyn Fisher, Regional Director of Economic & Community Development for the State of TN stated we have three main areas we cover, first is the new business recruitment, site development, and Memphis Regional Mega site. My region is a four county regional (Tipton, Lauderdale, Shelby, and Fayette). Shelby County is urban and Tipton, Fayette, and Lauderdale County are all very rural. We work with a lot of programs such as with grants, property evaluation, and site development grants. We help smaller cities with getting their town centers ready to go, so they can get businesses and industry parks in there. We have taken on what we call education online, and 2015 was our best year ever, and we are once again ranked the number one state in the nation for economic development. State wide we have created 25,837 jobs. It's about \$3.3 billion dollars in capital investments across the state. Here in our area it was 1,874 jobs which is a 10 percent increase over last year. In the state of Tennessee we have put together about 4,000 acres in Haywood County and we have spent \$106 million running infrastructure, grading the land, and getting the road straightened out. We are now traveling around the world to recruit new companies to manufacture there at the Megasite.
- ii. **Guest:** Reid Dulberger, Chief Economic Development Officer for Shelby County, for EDGE gave a brief summary of the role of EDGE in Memphis and Shelby County and how they work with Germantown. He briefly explained their work as the Shelby County Industrial Development Board and the changes they have been working on with their PILOT applications over the last year. He also discussed EDGE's role as an administrator in the Port of Memphis and how that covers a variety of areas including the monitoring of the current flooding conditions of the area. They actively work with the Army Corps of Engineers to monitor the river and make sure that facilities are safe and secure in these types of situations. Mr. Dulberger went on to discuss the importance of industrial sites to the region, especially in Memphis, and the work that EDGE does to make sure those sites stay relevant in light of competition from other areas to our south and east. He closed with a brief discussion of the work that EDGE is doing on their strategic plan and that the focus is on growth of the Port, growth of small businesses, growth of the industrial sector, inner city revitalization and continued cooperation with the state and local governments through the administration of grants such as the chamber grant that Germantown received and the State's Property Evaluation Program grant that Germantown is also a participant in with the other eight municipalities in the County.

Ms. Lisco stated this has been a long time in the works (six years), but we are happy to be sitting in the space for business incubation and entrepreneurship.

Chairman Klein stated Brain Pecon who is a new member to the EDC for this year, he is one the three of us that mentioned the incubator six years ago. Andy Pouncey was the liaison at that time. We met with Larry Pappasan and Brian Pecon who is really good friends and the next week Mr. Pecon arranged a meeting with the three of us to discuss the incubator. Mr. Pappasan

told us you have to meet with about 15 other people dealing with manufacture medical devices. It took us over a year to talk to those people. I met Dr. Steve Bares by accident who is the Executive Director of the Bioworks Foundation and that led to a luncheon with the Germantown Rotary Club. We stayed in contact with Dr. Steve Bares and Brandon Welford who is a Germantown resident. When Mayor Palazzolo was elected he stated we can see if this could be added in the line item of the budget. Ms. Lisco and Mr. Ross got together and worked out the DRA Grant with Bioworks which was for \$96,000. We got this space thanks to Ms. Lisco and Mr. Ross. What you see here is all donated from John Barzizza and several other people. The grand opening will be next week on January 12 from 4:00 to 6:30 p.m. The Mayor, Dr. Steve Bares, and Jerry Klein will be speaking. What's going to be in here is going to be start ups. What this idea is intended to do is to try and build more tax base.

Ms. Lisco stated there will be some work tables, white boards, and we could put some more cubes on the other side if needed. There is also a conference space in the back that could be reserved for small meetings. Memphis Bioworks did reach out to some of the retailers to see if they could help with the open house. The funding we received is for programming. Leslie Lynn Smith could not attend tonight, so she sent me some comments about what is coming up. There are 64 who registered for the open house and 19 people who have already signed up that are interested in the space. They are taking those membership interests and going to communicate back to them when their schedule software goes live, which they expect it to be in the next few days. There also pursuing collaboration with Co-Work Memphis, which is in the Cooper-Young area. They are looking at doing a shared relationship with them and co-hosting some events. It would be able to get some of their people out to Germantown. They also have partnerships with Higher Ground News for their "In the City series" and monthly member's only events, brain storming successions and workshops.

iii. **Meetings Update:**

- Forest Hill Heights Small Area Plan and the open house for the incubator were our big focuses.
- We attended the Joint Economic and Community Development Board meeting. They discussed the Shelby Farms Conservancies.
- The Greater Memphis Chamber hosted every year a Blue Carpet Tour. This is where they bring in several site selectors.

b) **Planning/Small Area Plan - Nodes/Districts:**

- i. Central Business District – Trader Joe's will open in late 2016. Saddle Creek north is getting Grimaldi's Brick Cold Fire Pizza and a new ladies' shop on the south side called Lily Rain along with Vom Fass, and Stoney River Restaurant will have mid January to early March opening dates. Rockin' Dough Pizza is going next door to Panera Bread.
- ii. East Poplar Avenue/Forest Hill-Irene – I'm sure Sprouts and Corks received quite a bit of benefit from the holidays as well as the movie theater with the new Star Wars movie.
- iii. West Poplar Avenue District – TraVure development on December 8 was approved through the four phases with zero warrants. It consist of a two flag hotel and 150,000 square feet class A office space and 450 car garage with five floors and then a final phase of mix-use two story office retail. They will be going to the BMA for amendment to their outline plan. The outline plan basically sets the site plan out and shows where the buildings and roads will go. They first came with 12 warrants to the Planning Commission.
- iv. Wolf River – The West Cancer Clinic had their ribbon cutting and they have been nominated in the Memphis Business Journal's Building Memphis Awards Finalists and it (will be announced February 9): West Cancer Center: Best Private Project (more than \$10 million). They have 400 new employees and a 10,000 square foot expansion, along with a 200 car parking deck.
- v. Forest Hill Heights – We had about 40 people attend the Design Charrette meeting of the new Forest Hill Height Small Area Plan. They asked some good questions and were a very engaged group, both from a business and residential standpoint. The meeting was on December 1-3 and we had a Public meeting on December 17. Also, we have a Design Guidelines Survey available through January 7 and another Public meeting on January 26.

- c) **Germantown Area Chamber of Commerce:** Janie Day gave a report from the Germantown Area Chamber of Commerce:

New Members:

New members for 2015 were increase from 2014. We acquired 140 new members.

Renewals

We had 35 renewals on for a total of \$15,000 in December.

Dropped

There were 4 drops for December.

Events

Our Annual Dinner Gala is coming up on January 28th at The Great Hall and Conference Center. This event celebrates the past year of successes. We honor the Large Business of the Year, the Small Business of the Year, and the Non-Profit of the Year, along with the Ambassador of the Year.

The Chamber is hosting a Health and Wellness EXPO on April 28th at The Great Hall and Conference Center. The event will encompass the Germantown Community's vast medical community emphasizing their areas of expertise. We are planning on some physicians participating in a panel, health and wellness of our pets, and some cooking demonstrations.

BOD meeting

The Chamber is now looking for a full time business development person to bring in new members and help with the social media marketing at the Chamber. Our retreat in November will focused on growth in three areas: technology, sales, and social media.

We are looking forward to a terrific 2016 with growth in events and member engagement.

- d) **Germantown IDB:** There was a meeting on November 19. We welcome a new member Greg Marcom. We gave an update that ThyssenKrupp Elevator Manufacturing and West Fraser compliance reports were in compliance with Shelby County and Germantown from earlier in the year. West Fraser PIOLT lease is coming up for termination with the City. There was a discussion around (TIF) Tax Increment Financing. The IDB has the ability to administrator TIF's.

6. **New/Old Business:**

- ❖ Closing: Elfo's, and Coach.
- ❖ Saddle Creek:
 - Stoney River opening January 25
 - New Apple store
 - Paper Source – summer
 - Lily Rain – late spring
 - Sleep Number – spring
 - Vom Fass – spring
 - Grimaldi's – spring
- ❖ Memphis Business Journal's Building Memphis Awards Finalists (will be announced February 9):
 - West Cancer Center – Best Private Project (more than \$10 million)
 - Whole Foods Market - Best Private Project (more less \$10 million)

7. The next EDC meeting will be on Thursday, February 4, 2016 at 5:30 p.m.

8. **Adjournment:** There being no further business, the meeting was adjourned.