

ECONOMIC DEVELOPMENT COMMISSION
Thursday, January 4, 2018
Klein Conference Room
1920 South Germantown Road

The regular meeting of the Economic Development Commission (EDC) was held Thursday, January 4, 2018, in the Klein Conference Room. Chairman Klein called the meeting to order at 5:30 p.m.

PRESENT: Jerry Klein, Steven Levy, Brian Pecon, Bo Adams, Jim Lefler, Janet Geyer, Alderman John Barzizza, Jeremy Park, Ryan Heimke, and Rick Towne

GUESTS: Reid Dulberger, EDGE Chief Economic Development Officer for Shelby County, and Ordis Copeland, TN ECD

ABSENT: Sidney Kuehn, and Janie Day

STAFF PRESENT: Marie Lisco, Economic Development Manager and Cameron Ross, Director of Economic and Community Development

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

2. Minutes: Approval of Minutes for December 7, 2017:

Chairman Klein stated the first order of business is the approval of the minutes for December 7, 2017. If there were no additions, corrections or deletions to the minutes, he would entertain a motion for approval.

Mr. Pecon moved to approve the Economic Development Commission minutes of December 7, 2017, seconded by Mr. Lefler. **The motion was passed.**

3. Introductions and Welcome to New Members:

Chairman Klein introduced the newest members of the Economic Development Commission as Jeremy Park; member of Lipscomb & Pitts Insurance, and owner of cityCURRENT with Johnny Pitts. In 2017, we did 180 free events for the community with media and marketing. He produces and host three TV and radio shows. His wife is the Director of Academics for Germantown Municipal School District. Ryan Heimke is owner/president of Office Interiors Memphis. He has written a book called My First Year of Fatherhood. His wife is the Director of the Memphis Suit Project. We have two children who go to Farmington Elementary.

4. Nomination of Vice Chairman:

Alderman Barzizza asked if there were any nominations for Vice Chairman?

Alderman Barzizza nominated Steven Levy.

Alderman Barzizza asked for a vote for nomination? Steven Levy was voted Vice Chairman.

5. Reports/Monthly/Quarterly:

Guest: Ordis Copeland, with TN ECD made a presentation. Gwyn Fisher is the Director for the greater Memphis region of TN ECD where we recruit businesses, and work with existing businesses to retain them and help them grow. We, as an organization, work and provide the information that is necessary for the State incentive. The success of ECD during this administration has been quite remarkable. In 2015, the jobs recruited by ECD were 2,600 and new jobs were 26,000. We worked 1,174 projects across the State, with a commitment of 155,662 jobs statewide. Locally, there are nine regions, that we have local offices in (Greater Memphis Region). We cover Lauderdale, Tipton, Shelby, and Fayette Counties.

Ms. Geyer asked if he could speak to possible projects that Shelby County may have missed out on in the last year or so, and why?

Mr. Copeland answered the most important thing here is understanding this process. If you are running a small company, and you're making a decision about a location, that decision is often a career changer. It's better to hire a site consultant. We often work with consultants without knowing who the company is. We get well into the project before we know the company name. We ask why, and often they don't share the information with us. When we do know and get feedback, the answers vary. One of the biggest concerns that we see in projects is the change in the scope. Over the last five or six years, the projects have become higher capital projects with lower job numbers. Often the reason we get turned down is they think we don't have the workforce for them, and the lack of inventory.

Ms. Lisco added that often Germantown does not qualify for these projects either.

Jeremy Park said that he wants to make sure EDC is helping (TNECD) and calibrating that we are pushing the positives, so we can be aggressive.

Mr. Copeland will send the TNECD link he shared with EDC members.

Alderman John Barzizza said there is request for additional 30 million dollars with the Megasite, can you elaborate on that?

Mr. Copeland answered that we market it from a regional standpoint. The labor force for the Megasite is going to come out of Memphis, Jackson, and all of West Tennessee. There has been tremendous amount of money spent on the Megasite. The key to the Megasite is actually recruitment. We have had a lot of visits with people looking at the site. They are all trying to eliminate any risk possible. The only thing we are short on is the sewer issue. That one issue could be outside the 18 months that it would take them to build a building and get their business started. We have to have them up and running, and support them a 100 percent to do their business. So the 30 million dollar is for infrastructure.

Reid Dulberger, Chief Economic Development Officer for Shelby County made a presentation. He discussed the President's Tax Reform Bill, and GASB 77, and their potential impact on economic development. He also provided a handout from EDGE that showed from 2011 through 2017 there were 120 projects approved with \$3.4 billion in Capital Investment, providing 17,000 jobs averaging 7,200 a year.

a) Planning/Small Area Plan - Nodes/Districts:

- i. Central Business District (Smart Code) – We have seen new business activity in Central Business District. We met with Saddle Creek around the holidays, and they have seen a lot of growth. Thornwood is currently under construction. It's the first constructed multifamily development since 1998 with 251 units. The demo work is going well at the former Kroger on Exeter, and they are working to close letters of intent on that site.
- ii. East Poplar Avenue (at Forest Hill-Irene) – There are 2 new stores opening in the Village Shops, a coffee bar called Cappuccino Coffee Shop, and a health and wellness studio called HotWorx. The Blue Honey Bistro is doing great business between their lunch, dinner, and holiday parties.
- iii. West Poplar Avenue District (Smart Code) –TraVure should be able to start using the parking structure by the end of the week.
- iv. Wolf River – The full project for Campbell Clinic was approved by the Planning Commission in 2014. The first phase was approved for a 50 car parking lot at the Design Review Commission. We are still looking at the independent living Avenida project site.
- v. Forest Hill Heights (Smart Code) – At the BMA's last meeting they did approve the warrants associated with the Watermark Development, which is the only multifamily moving forward on the south side of town. At the January 8 BMA meeting, they will be considering a moratorium on standalone multifamily development.

b) Germantown IDB: Ms. Lisco stated the IDB did meet last month to consider the ThyssenKrupp Elevator Manufacturing personal property additions. The IDB established regular quarterly meetings for 2018.

c) **Germantown Area Chamber of Commerce:** The Chamber will report in February.

6. **New/Old Business:**

Role of EDC:

Chairman Klein read under the ordinance section on Membership (f) “Commissioners or board members can be removed without cause by the Board of Mayor and Aldermen. A commissioner or board member will be removed from membership after three unexcused consecutive absences. The term excused absence means an absence caused by illness or job requirement, which necessitates absence from the City. To qualify for an excused absence the member must notify the chair or staff liaison prior to the meeting for which the excused absence is requested”.

Chairman Klein pointed out Code of Ethical Conduct information in the packet.

Mr. Ross requested that everyone please sign and date it.

Chairman Klein stated later on in the year, we will sponsor a Business and Industry Summit, which we do every other year. We are talking about doing a breakfast for the local developers. In February, we will have a work session on how we can get this business off the ground, and do it the way we want to do it. We are also looking forward to a site visit from the group of New Orleans about the (Ruby Slipper Restaurant Group) sometime in the near future.

Steven Levy stated he was at the New York International Council of Shopping Centers (ICSC), and it is the second most important one to attend. There were 7,000 stores closing in 2017, with another 4,000 to 5,000 stores opening. There is a lot of movement within the retail world, and Germantown is getting some of the positive benefit of that, with the new ownership of the Germantown Village Square and with Shops of Forest Hill.

7. The next EDC meeting will be on Thursday, February 1, 2018, at 5:30 p.m.

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