

MINUTES OF THE REGULAR MEETING OF COLLIERVILLE INDUSTRIAL DEVELOPMENT BOARD

Thursday, January 21, 2016

The Collierville Industrial Development Board held a regular advertised public meeting at 11:30am on Thursday, January 21, 2015, in the Board Chambers at Town Hall, located at 500 Poplar View Parkway.

1. **CALL TO ORDER:** Chairman Mark Moody called the meeting to order.
2. **ROLL CALL:** Adam Hamric took the roll. The following members of the Industrial Development Board were present: Mark Moody, Taylor Stamps, Thomas Bergeron, Terry Cochran, John Green, Stuart Brazile, Brandy Thompson, and Sherrie Scardino.

The following Federal Express representatives were present: Senior Vice President of Marketing and Communications Patrick Fitzgerald, Senior Vice President of Finance Mark McGaugh, Vice President of Facilities Don Colvin, and Vice President of Legal Andy Wagner.

Also present were IDB Attorney Josh Lawhead, Economic Development Director John Duncan, Mayor Stan Joyner, Vice-Mayor Maureen Fraser, Alderman Tom Allen, Alderman John E. Stamps, Alderman John Worley, Alderman Billy Patton, Town Administrator James Lewellen, Assistant Town Administrator Josh Suddath, Sr. Admin Specialist Adam Hamric.

3. **APPROVAL OF MINUTES: January 7, 2016**

Mr. Green made a motion, seconded by Mr. Bergeron, to approve the minutes as written for the meeting of the Industrial Development Board on January 7, 2016.

All were in favor, none were opposed. Motion was approved.

4. **BUSINESS ITEMS**

A. **Discussion and Vote on Federal Express Retention Payment-in-Lieu-of Taxes (PILOT) program, Resolution 2016-01.**

Mr. Duncan presented a brief review of the scope of the FedEx World Technology Center retention PILOT program and offered to answer any questions from the Industrial Development Board.

Without any questions, Mr. Duncan introduced Federal Express Senior Vice President of Marketing and Communication, Patrick Fitzgerald.

Mr. Fitzgerald then introduced Senior Vice President of Finance Mark McGough, Vice President of Facilities Don Colvin, and Vice President of Legal Andy Wagner.

Following a brief history of Federal Express, Mr. Fitzgerald opened the floor to questions from the Industrial Development Board.

Mr. Cochran inquired about the ownership of the ten campus buildings.

Mr. Colvin affirmed that there were three owners with three separate leases on each building.

Mr. Cochran asked for the annual dollar amount of lease payments.

Mr. Colvin estimated annual lease payments of approximately twenty-five million dollars.

Mr. Moody stated that a condition of the resolution required lease terms to be equal to or longer than the length of the PILOT.

Mr. Colvin revealed that Federal Express was seeking twenty year renewals, but noted that lease negotiations were ongoing.

Mr. Moody asked if the use of contract employees was an increasing or decreasing trend.

Mr. McGaugh explained that the use of contract employees allows Federal Express to acquire unpossessed technical expertise. He remarked that while this efficient practice has increased, so has the number of Federal Express employees relative to contract employees.

Mr. Cochran questioned whether Federal Express considered the FedEx World Technology to be an expense or revenue.

Mr. McGaugh replied that it is considered primarily an expense, but that the technology developed there plays a large role in the revenue streams of all FedEx operating companies.

Mr. Moody asked Josh Lawhead to explain Resolution 2016-01.

Mr. Lawhead explained Resolution 2016-01 in detail.

Mr. Moody asked for further discussion.

Without any further discussion, Mr. Green made a motion to approve Resolution 2016-01, seconded by Mr. Bergeron.

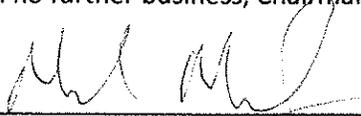
Mr. Hamric took the roll. All were in favor, none were opposed. Motion was approved.

5. OTHER BUSINESS

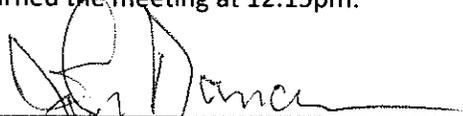
No other business.

6. ADJOURNMENT

With no further business, Chairman Moody adjourned the meeting at 12:15pm.



Mark Moody, Chairman



John Duncan, Economic Development Director