

**MINUTES OF THE REGULAR MEETING OF
COLLIERVILLE INDUSTRIAL DEVELOPMENT BOARD**

Tuesday, November 18, 2014

The Collierville Industrial Development Board held a regular public meeting at 3:45pm on Tuesday, November 18, 2014, in the Administrative Conference Room at Town Hall, located at 500 Poplar View Parkway.

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

Staff present were Town Administrator James Lewellen, IDB Attorney Steve Anderson, Economic Development Director John Duncan, Accounting Supervisor Kate Watkins, and Angela Reeder.

3. **BUSINESS ITEMS**

A. Consideration of IDB Resolution 2014-12, a resolution approving the Helena Chemical Company project for Real and Personal Property PILOT benefits.

Steve Anderson explained that the Resolution being considered referred to two separate leases, one for personal and one for real property, and each for a 5 year term. He said that this resolution is easier because it doesn't deal with county benefits. Mr. Anderson said Helena Chemical Company would pay 25% of the regular taxes for both their real property and personal property during the length of the PILOT. Their County portion would be paid as a regular tax paying entity, as would the Collierville portion after the PILOT expires.

Mr. Green asked what would be the total abatement.

Mr. Duncan broke down the abatement based on the Cost Benefit Analysis form, stating 5 years is \$119,215, 7 years is \$166,901, and 9 years is \$214,587.

Mr. Cochran asked if the applicant had requested more than five years for their PILOT.

Mr. Duncan stated that Roger Lewis did ask the Board for consideration of more time above what their score suggested.

Mr. Lewellen explained that Helena Chemical Company was hoping for a seven year PILOT. He explained how projects are scored by numbers alone with the Matrix, without any discretion. However, he noted the Board could offer more, based on their discretion, based on consideration of other values or for businesses with the potential for growth.

Mr. Green asked what seven years would require.

Mr. Duncan explained what the abatement would be and what the PILOT payments would be based off of the Cost Benefit Analysis chart.

Mr. Lewellen stated that the Town's PILOT Matrix was created as a "yard stick" in an attempt to fairly compare different businesses, and to give a starting point for the Board.

Mr. Duncan said that MCR received more years than their score called for from the Board, so there is precedence.

Mr. Cochran asked for more information on step 3 in the Cost Benefit Analysis (annual local tax from direct and indirect income), and for an explanation of specifically where the figure comes from.

Mr. Duncan explained about the 20 proposed Helena jobs that affect direct income and how those 20 jobs would also influence indirect jobs in the community. He explained that those combined resulted in the estimated annual local tax income.

Mr. Lewellen then stated that the Town uses the standard State formula from the University of Tennessee, which tries to estimate the rollover impacts of new jobs in a community.

Mr. Lawrence asked what for clarification on what MCR received originally.

Mr. Moody answered 10 years.

Mr. Lawrence stated that with Helena's recent 10 year renewed lease, they will pay a full tax load and they have stayed in Collierville.

Mr. Green made a motion to approve Resolution 2014-12, granting the Helena Chemical Company Real and Personal Property PILOT benefits with the change of 5 years to 7 years.

Mr. Bergeron seconded the motion.

Mr. Cochran asked what the cost was to the Town if we only gave 5 years for the PILOT.

Mr. Moody stated it could affect goodwill with Helena and color how future companies perceive what the Town values in a company.

Mr. Duncan stated that fairness and consistency are important to consider. He noted that there was a lot going on with this PILOT, with it adding to the continued growth of Schilling Farms. He stated that there is no new Class A office space being built in Memphis, so the addition of new space in Collierville is a great thing for us now and looking toward the future.

Mr. Stamps noted that Helena's track record is good.

Mr. Green added that this project has the potential to bring more businesses, as it results in additional office space being built, and he felt Office space was better than more apartments in this area.

Mr. Stamps asked how the bottom or first floor of the building would fit in the PILOT.

Mr. Moody stated that the bottom floor would not be included in PILOT; that the Town would get full taxes on that part of the facility.

Mr. Green said that we could justify the added points and added time because of extra space that will also be created by the project.

Mr. Moody called for a vote.

The Board approved the motion unanimously.

4. OTHER BUSINESS

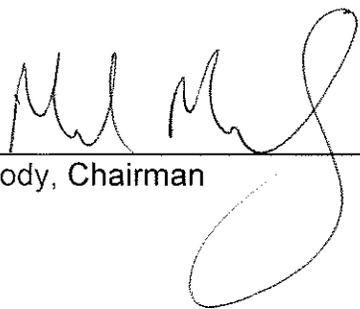
John Duncan presented Mr. Bergeron his certificate for 10 years of volunteer service, as he was unable to attend the Boards and Commissions Reception the previous week.

Mr. Moody asked if there was still time for applicants to submit their information to request consideration for being on the IDB.

Mr. Duncan responded and explained the terms of the members, application due date and number of seats available.

5. ADJOURNMENT

With no further business, Chairman Moody adjourned the meeting at @ 4:05pm.



Mark Moody, Chairman



John Duncan, Economic Development Director