

**Questions as of September 30, 2016  
submitted to  
Sumner Enterprise Park  
Ad-Hoc Committee**

October 4, 2016

# Environment

1. Will all necessary environmental studies be performed in initial feasibility study? If not when will they be completed and who will pay for?

Yes, the environmental studies will be completed as part of the feasibility study. We are required to do a Phase 1 environmental that complies with all federal and state laws, including all EPA regulations.

- A phase I environmental site assessment (ESA) will be conducted in accordance with American Society for Testing and Materials E 1527 Standard Practice for Environmental Assessment within the initial due diligence period. The ASTM standard will satisfy the All Appropriate Inquiries (AAI) as per 40 CFR Part 132 to permit the User to qualify for certain Landowner Liability Protection (LLP's). Within the standard, the federal, state, and local records will be reviewed for recognized environmental conditions (RECs) as defined by the ASTM E 1527. The Phase I ESA will involve a review of public records, reconnaissance of the subject property and vicinity, and documentation of the findings in a Phase I report.

- The studies will be paid with combination of local and grant funding.

- Approximate cost of \$750,000 would be requested for due diligence and options. The Due Diligence will include environmental studies/geotechnical/preliminary engineering survey/traffic access study

- Up to \$250,000 grant funding, up to \$500,000 local funding

# ENVIRONMENT

2. At what point will the EPA or any other federal body be involved to make sure we are compliant?

The environmental studies mentioned above will follow the NEPA (National Environmental Policy Act)/EPA environmental process. County will follow all applicable federal and state laws.

3. If there are any protected animals or land areas found in the study how would that be handled? As part of the due diligence, a detailed endangered species habitat survey, wetland delineation, cultural/historical evaluation, ecological evaluation, and geotechnical evaluations will be conducted. A detailed report will be prepared summarizing the findings for each evaluation task. The report findings and recommendations provided will be in compliance with the federal, state, and local regulatory requirements.

# ENVIRONMENT

▪4. Will the property be designed in a way that will protect the existing environment as well the neighboring residents?

▪Sumner Enterprise Park will be designed and constructed to meet rigorous Federal and State regulatory requirements for buffer zones and habitat around the property. The landscape features within the property lends itself to create a natural habitat buffer zones so it would not be seen by the bordering residential properties.



**Overview Aerial**  
 Sumner Enterprise Park  
 Sumner County, Tennessee

This map is intended for preliminary planning purposes only. Source: USGS, imagery from Microsoft/Bing and Google, National Wetland Inventory and National Hydrographic Dataset. Parcels provided by the State of Tennessee.

Prepared by the Middle Tennessee Industrial Development Association, September 2016.



**FORWARD SUMNER**



# PURCHASE OF LAND

1. Handout shows 750-acre park but we keep hearing 1k acre park. How many acres is there? If it is 1k then where is the other 250? Is the 20 million number to just purchase land?

Show new map, and point out shaded space;

Acreage is between 900-1,000 acres, we do not have legal options, thus the precise number of acres is uncertain at this time

\$20 M is an estimated amount to purchase the land under consideration.

2. First step would be to request funds to option land and perform feasibility study? How much would the option cost? What would the wording on the option say? Would it be worded in a way that if the land gets positive feedback from study that we would be obligated to buy, or would we still have opportunity to not purchase

- Yes, approximate costs of \$750,000 for due diligence feasibility study and options
- Land Option costs 1% of purchase price for a 3-year option
- A Legal option document will be prepared and signed by landowner
- The purchase options will not obligate the county to purchase the property

# PURCHASE OF LAND

3. How many land owners are there? Is each getting the same price per acre?
  - Approximately 16 land owners
  - Price per acreage is negotiable. The average price for acre is estimated at \$20,000 per acre.
  
4. How long will initial feasibility study take?

The feasibility study can take twelve to eighteen months

# ROADS

1. When will all traffic studies be performed? Who will pay for those studies?

- As part of initial feasibility phase, a traffic study will be performed.
- The funding can be a combination of local county and grant funds.

2. We will have to get permission from CSX for access? If they agree who would pay for improvements of roads?

- CSX would request a specific height clearance over the rail tracks. CSX is aware of the property's potential and has been involved in preliminary discussions of road improvements and rail service; CSX has rail site certification process in which we would participate.
- Road improvements will be a partnership with TN Department of Transportation, TN Department of Economic & Community Development, and Sumner County. Both TDOT & ECD have participated in preliminary discussions about road improvements for site. TDOT has invested in SR109; SR 109 is freight and goods movement corridor.

# ROADS

3. What are the intentions for Wallace Road and any other County road that may need to be widened to accommodate traffic? Does the county currently have easements in place or will have to ask the individual land owners for access?
  - A traffic access study will be performed as part of the feasibility and due diligence phase
  - Easements or right-of-way acquisition would follow the environmental assessment and traffic study.
  - The proposed main access to property site would be off of SR109, there may be access off of Wallace Road or Dobbins Pike as a secondary access. A traffic access study as part of the feasibility and due diligence will provide documentation of the findings in a report.

# COMPETITION & OPTIONS

## 1. How will this Site be able to compete with other sites in the state?

- During the past couple of years, most of all the jobs created in the State of TN have come in the 'Nashville Market', meaning Davidson and the contiguous counties of which Sumner is the northeast corridor. The Site would be marketed by Forward Sumner, State ECD, TVA, MTIDA, and CSX. We have available workforce in Middle TN and Southern KY. We have competitive location, access to all modes of transportation – ground(SR109, connectivity to interstates), rail (CSX), air (Nashville BNA, Sumner Regional Airport in Gallatin, and Portland Municipal Airport), and water (Cumberland River Barge access)
- In August 2016, Brookings cited the 'Nashville Market' as 1<sup>st</sup> in the country for advanced industry growth.

## 2. What makes this site better than existing sites? (west TN site or the other 3 local sites)

- Location – in the fast growing Nashville Market (and the product depleted or lack of suitable industrial sites); August 2015 – August 2016 the Nashville Market (MSA) added 32,600 net new jobs, a growth of 3.6% which was 4<sup>th</sup> in the U.S.; including a 6.1% growth in manufacturing.
- The Memphis megasite in Haywood & Fayette counties, across the river in West TN is an attractive site in a very rural area of the state. The total population of the two counties is 57,000. Workforce is an ongoing challenge for the site in Haywood and Fayette counties.

# COMPETITION & OPTIONS

## 3. How will this site affect the other 3 shovel ready sites already in Sumner county?

The 3 SelectTN certified sites in Gallatin (Sumner County) are outstanding properties, 2 of the sites are 30+ acres, and the Gallatin Industrial Center has 65 acres of publically owned property (this is where Beretta located).

This Sumner Enterprise site will have a positive impact on the other shovel ready sites. These sites will be excellent supplier options to serve the large Enterprise Park.

## 4. Have we considered other sites that are already zoned industrial?

Yes, the TN Department of Economic & Community Development SelectTN Property Evaluation Program Grant which was awarded in October 2015 and executed in the Spring of 2016 gave us an opportunity for all of the economic development officials from the cities to sit down and review existing and potential industrial sites. These smaller sites are not rail served.

# COMPETITION & OPTIONS

## 5. What is the definition of a high paying job?

2015 Sumner County – Average Manufacturing Average wages & salaries = \$53,344  
Gallatin EDA – Gallatin Industrial Center – Average wage & salaries rate = \$64,805

versus

2015 Sumner County Average Retail Trade wages and salaries = \$27,098  
And average Accommodation and Food Services wages = \$14,928

## 6. Where would workforce come from?

Sumner County has the fourth fastest growing population out of 95 counties since 2010. All projects require proof of available workforce and appropriate skill sets. The workforce will come from throughout the entire Middle Tennessee region and Southern Kentucky. Governor Haslam said at Berretta yesterday morning as he was kicking off Manufacturing Week in TN that the manufacturing sector employs 348,000 and 77,000 are above age 55; the need for continuing education has placed a renewed emphasis on Career & Technical Education or CTE at the high school level such as machining, welding, and industrial maintenance, plus the new College of Applied Technical (TCAT @ Portland) and the new Mechatronics program at Volunteer State CC will help us build a pipeline.

# COMPETITION & OPTIONS

7. What specific type of industry are we looking for? Would we be able to set parameters of what could not go in to help protect the existing community?
- A large advanced manufacturer, possibly an original equipment manufacturer (OEM) - examples include, automotive, tire manufacturer, household appliances, and medical device machines. There would be marketing efforts to target a large advanced manufacturer.
  - The Industrial Development Board (IDB) will set the perimeters for the Sumner Enterprise Park regarding the size and type. There will be industrial covenants created for the Sumner Enterprise Park. The site will not target distribution or industry which didn't need access to rail service.

# PROCESS

1. Will the city of Gallatin Annex the land? If so when?

Yes, the county would request annexation upon purchase of subject property. Gallatin has shown they have capacity to serve the site with public utilities.

2. What is the next step that the County executive would take at the conclusion of AD HOC meetings to begin process? If it is go to committee what committee would it go to and would there be citizen's comments at those meetings?

- After completion of the 'AD HOC' committee process, the county executive will have the option to bring the project through the appropriate County Commission committees.

- There will be citizens comments at the committee meetings.

# COST

1. How much will the total cost per acre to the county be to have property shovel ready?

Improvements will be necessary; the total costs per acre can range depending on user and their requirements. It is fair to assume that a new access road off of SR 109 is needed; other road improvements will be needed, utilities will be provided by cost share, and CSX will offer rail sidings. Costs are often shared based on the magnitude of the project, and there is potential for cost share through State ECD, and TVA grant opportunities.

2. Who will pay for utilities to be run to the site?

A certified (or shovel ready) site is required to have a master plan that addresses how the utilities can be in place within 12 months. Depending on the magnitude of the project, often state incentives can be utilized for site development, and costs can be shared by the many stakeholders.

# COST

## 3. How much annual tax revenue does the county stand to lose annually after purchase of land until sale of land?

- 2015 property tax revenues is currently totals \$17,718, based on the estimated property identified and included in the Sumner Enterprise Park map.
- In contrast a project facility taking down 250 acres / with a capital investment of \$400M and 750 jobs could be expected to generated an annual taxable sales and purchases of \$2.4 million to Sumner County

also

- The same project could be expected to generate a one time (construction) economic impact of \$4.3 Million of tax revenues to Sumner County.

# COST

## 4. What sources would the county use to fund the purchase and development of land? ECD fund? Bonds?

The purchase of land could come from County funding and serviced through the county debt service account. Today, there is between \$55-60 million capacity available at the current tax rate. The purchase of land will not require an increase in property taxes.

For due diligence and options, funding can come from local capital funds available of \$1.1 million. Another local source of funding is the hospital fund, which is funding set aside and available for economic development purposes, approx. \$10 Million is available in hospital fund.

## 5. How much grant money would be used?

Up to \$250,000 for due diligence and options phase. Additional grant monies will be pursued for development of enterprise park.