

Commercial Development Authority
City of Pelham, AL
Meeting Date: October 16, 2018
City Hall Conference Room: 6:30 PM

Meeting Attendees:

CDA:

Lenny Glynn
Frederick Hamilton
Amy Bradley

City Officials:

Mayor Gary Waters
Building Official Bob Miller
City Manager Gretchen DiFante
Council President Rick Hayes

Economic Development Partners:

58 Inc.: Melody Whitten
Yvonne Murray

Lenny Glynn called the meeting to order and the minutes from the September 25, 2018 meeting were presented. A motion to approve the minutes was made by Frederick Hamilton and seconded by Amy Bradley. All voted in favor.

Lenny discussed the recent trip to Huntsville to visit a development similar to one proposed for the old Valley Elementary school location. The developer had turned the old school into a multi-tenant facility with a brewery as the anchor tenant and other food court, bar and gaming tenants as well as available meeting spaces. The school remained intact, but the gym floors had been re-purposed in other areas of the building. The developer loves the kitchen at VES and the location. He is only interested in the older half of the building. The trip was a very good visit.

Mayor Waters reported that he recently spoke with another developer that had previously proposed locating a brewery in Pelham. They are still interested in Pelham and have serious interest in a building already standing. It is important to them to be in the northern half of Pelham.

City Manager Gretchen DiFante updated the CDA on a number of topics. She will accompany Lenny to ICSC Conference and Dealmaking in Atlanta on October 23rd. There are 8 meetings scheduled with developers/representatives interested in Pelham as a potential development focus. Gretchen also discussed the Executive Director position for the CDA and need for a competitive compensation package to attract quality candidates. A short list of commercial real estate agents is being developed to facilitate more aggressive marketing of current CDA property for sale. Starbucks will be moving into the old Krystal location. This is exciting news and the culmination of great effort by the City, CDA and 58, Inc. Gretchen and Lenny had a conversation with Eddie Lumpkin about the possibility of marketing his property on Hwy 119 to potential tenants in a build to suit arrangement.

Council President Rick Hayes reported that in discussions with Cahaba Tractor, they are probably not interested in the CDA property location, but would like an exclusion from any listing agreement.

Finances:

Lenny documented all CDA financial transactions since inception in a spreadsheet format and distributed to CDA board members for review. Balance as of 10/10/18 is 240,629.86

Old business:

A write up by David Willingham about the Huntsville visit was distributed.

Melody Whitten gave her perspective on the Huntsville trip and reported that the prospects have been to Pelham and visited the school and were impressed. They said it was in better shape than the other school. They had put even more thought and were very energetic about how they would want to use that campus. Only a portion of the process will actually be carried out at this location. Ironically, a developer who is also interested in the location was also there. He is very excited that the city owns the building so that hopefully the obstacles to development will be able to be better coordinated than they were in Huntsville. He said once they get the plans together, they are ready to move forward. Bob Miller also has a local developer interested in VES. Wants to know if he's in a race and if so, how to get to the front. They have more momentum because they are local and have seen and touched the property. They already have ideas and have vetted some other concepts. Bob says the developer's next goal is to get Southgate if he can get this project. He would like to do an amphitheatre featuring local artists. Another trip to Huntsville will likely be scheduled that includes the local developer, his group and his architect. The local developer is interested in keeping the building looking like it looks now. The Mayor stated that the building has sentimental value to so many people in our city, it would be great if the façade could be kept to look similar to how it stands now.

CDA Vacancies:

Deadline for application has been extended to Nov 1 at 5:00pm. Only two people have applied so far.

Other Business:

Cotton states is looking for a place to be a stand-alone location. A she-shed type building company is going in at 31 auto sales would like to be open by end of next month

Discussions and negotiations are taking place to acquire the property at the City entrance (Johnathon Motors old location.)

Amy made a motion for Lenny to take the lead on negotiating for this property. Frederick seconded the motion.

Melody and Yvonne gave other updates regarding 58, Inc. and talks with developers occurring now and at ICSC next week. Also updated the board on the ongoing negotiations for the property by The Racquet Club.

58 updates

There being no other business before the board, Frederick Hamilton made a motion to adjourn. Amy Bradley seconded the motion. Meeting adjourned at 7:39pm