

Commercial Development Authority
City of Pelham, AL
Meeting Date: November 27, 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
Council Member Beth McMillan

Economic Development Partners:

58 Inc.: Melody Whitten
Yvonne Murray

Lenny Glynn called the meeting to order and the minutes from the October 16, 2018 meeting were presented. A motion to approve the minutes was made by Frederick Hamilton and seconded by Amy Bradley. All voted in favor.

Chairman's comments:

Lenny discussed the recent trip to Atlanta to attend the ICSC Dealmaking Conference. Lenny, Gretchen and Amy attended. A number of meetings with real estate brokers and developers were conducted. Some meetings were set up and facilitated by Yvonne and Melody; others were facilitated by Nextsite. Gretchen expressed appreciation to 58, Inc. and noted that the meetings put together by Nextsite seemed more introductory and preliminary. Amy concurred. Lenny noted that we've had some follow-up contact since the conference.

Individual negotiations for the recruitment of a steakhouse to locate on Highway 119 are on-going and making progress.

Discussions are also ongoing for the purchase of the properties at the city entrance on Highway 31.

Council President comments:

Call with owners of Welborn street property was set up and has now happened with Lenny. Pricing was discussed. Two out of state partners are involved. The next step is gathering the assessed value from the county to see how we can move forward.

The council has received 6 resumes for possible replacements to our 2 seat vacancies on the CDA board. They will set up the time soon to do interviews and fill the vacancies as soon as possible.

The City Manager and CDA Chair have a meeting on December 4th with the HRM to formulate a job description for the CDA Executive Director so that the job can be posted.

58, Inc. update:

One of the developers interested in the VES property visited the property recently for a walk-thru. He is excited about the possibilities and has requested information on property taxes and insurance costs as part of the investigation into operating costs. Bob will get the historical insurance costs for the property when it was occupied by the school.

They have also met with a developer who is interested in the property by PRC. In addition, a developer interested in the property in front of the library and another interested in locations on the east side of I-65.

Melody will be going to the ICSC conference in New York with the specific mission of promoting the HEROES Project. The Birmingham Business Alliance helped her with a one page marketing piece for the project.

Melody and Yvonne spoke about the need for using attorneys that specialize in economic development, especially for Amendment 772 incentives. Per Rick our practice has typically been for the city attorney to hand those issues off to an expert. A representative from Bradley, Arant has been very helpful for bond issues and abatements.

58 Inc sponsored a forum with at Chelsea City hall recently. Economic development attorneys were present to answer questions and offer information. All municipalities in Shelby County were invited and good information was exchanged. Another forum on industrial development is in the works.

Finances:

Lenny updated all CDA financial transactions since inception in a spreadsheet format and distributed to CDA board members for review. Balance as of 11/13/2018 is \$258,331.29. The board discussed and voted on a motion to pay off the current Line of Credit balance of \$101,208.74. Frederick made the motion, Amy seconded and all were in favor.

It was also mentioned that it is time to renew our contribution commitment to GSCC and 58, Inc. The CDA will send \$15,000 and the city will contribute \$5,000.

The next payment to NextSite will be due in February in the amount of \$25,000.

Other business:

Bob Miller discussed the moratorium on used car dealerships and expressed his desire to go before the council and ask that the moratorium be lifted due it's negative effect on sales tax revenue. He would also like to see a more customer centric process for approvals so that current responsible lot owners could build, relocate and/or expand. The need for the city comprehensive plan to address the issue was also discussed.

There being no other business before the board, the CDA chair entertained a motion to adjourn. Frederick Hamilton made the motion, Amy Bradley seconded, all were in favor. Meeting adjourned.