

INDUSTRIAL DEVELOPMENT BOARD OF THE CITY OF EAST RIDGE

AGENDA

July 7, 2015

5:00 p.m.

1. Call to Order
2. Prayer & Pledge of Allegiance
3. Roll Call
4. Consent Agenda
 - a. Approval of Minutes – 05/05/14
5. Old Business
 - a. Update – Border Region Removal
 - b. Update – RECon Las Vegas
6. New Business
 - a. Update – Exit One, LLC /Bass Pro
7. Adjourn

**REGULAR MEETING OF THE EAST RIDGE
INDUSTRIAL DEVELOPMENT BOARD
May 05, 2015 – 5:00 p.m.**

The East Ridge Industrial Development Board met pursuant to notice on May 5, 2015, 5:00 p.m. at East Ridge City Hall.

Chairperson Braly called the meeting to order. Secretary Pendley gave the invocation. All joined in the Pledge of Allegiance to the Flag.

Present were: Chairperson Braly, Vice Chairperson Still, Secretary Pendley, Board member Baker, Board Member Citty, and Board Member Cocks . City Staff in attendance were City Treasurer Thad Jablonski and Deputy City Recorder Diane Qualls.

Absent: Board member Burns

Approval of Consent Agenda:

Board member Citty made the motion, second Board member Baker to approve the minutes as written. Chairman Braly asked for roll call. The vote was unanimous; motion carried.

Old Business: - None

New Business:

Discussion of Economic & Community Development Projects and Strategic Planning Process – Mr. Jablonski gave an update on the legislation that had been passed in regards the Border Region Act. He is working with the board's counsel Mr. Mamantov reviewing what if any businesses will be removed from the border region. The City Council has contracted with Retail Strategies, a retail marketing firm. Mr. Jablonski will be attending the RECON convention in Las Vegas to meet with different retailers who are looking at possibly locating a business in East Ridge. He will bring back a report to the next meeting.

Meeting adjourned

RESOLUTION NO. 2491

A RESOLUTION EXCLUDING CERTAIN PROPERTIES FROM THE BORDER REGION RETAIL TOURISM DEVELOPMENT DISTRICT IN ACCORDANCE WITH PUBLIC CHAPTER NO. 405 OF THE 2015 ACTS OF THE TENNESSEE GENERAL ASSEMBLY

WHEREAS, the City Council (the "Governing Body") of the City of East Ridge, Tennessee (the "City") has met pursuant to proper notice; and

WHEREAS, the City has designated a certain area within the City as a Border Region Retail Tourism Development District (the "District") pursuant to Tenn. Code. Ann. §§ 7-40-401 et seq. (the "Border Region Act"), which District has been approved by the Tennessee Commissioner of Revenue (the "Commissioner"); and

WHEREAS, pursuant to Section 2 of Public Chapter No. 405 of the 2015 Acts of the Tennessee General Assembly, which amends the Border Region Act, the City is authorized to exclude, on a one-time basis, from the District for the remainder of the term that the District is certified any property or properties initially included in the certified District by designating the exclusion of the property of properties by resolution of the Governing Body; and

WHEREAS, the Governing Body has determined to exclude the properties listed on Exhibit A attached here from the District as permitted by Public Chapter No. 405.

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF EAST RIDGE, TENNESSEE, AS FOLLOWS:

1. Pursuant to Section 2 of Public Chapter No. 405 of the 2015 Acts of the Tennessee General Assembly, the City hereby designates the properties listed on Exhibit A that were initially included in the certified District to be excluded from the District for the remainder of the term that the District is certified.
2. The Mayor, City Recorder or City Treasurer is hereby authorized to file a certified copy of this resolution with the Commissioner no later than sixty (60) days from the date of adoption of this resolution by the Governing Body.
3. All other acts of the officers of the City which are in conformity with the purposes and intent of this resolution are hereby ratified, approved and confirmed.

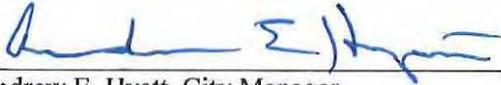
BE IT FURTHER RESOLVED that this resolution shall take effect immediately after its passage, the public welfare of the City requiring it.

Adopted this 30th day of June, 2015.



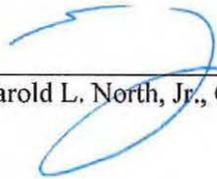
Brent Lambert, Mayor

ATTEST:



Andrew E. Hyatt, City Manager

APPROVED AS TO FORM



Harold L. North, Jr., City Attorney

Resolution 2491 - Exhibit A

Revised 06/30/15

Properties Proposed for Removal from the East Ridge Border Region District

ACCOUNT NAME	LOCATION ADDRESS
TOMS CARPET OUTLET, INC.	3029 RINGGOLD RD
CHATTANOOGA FUNERAL HOME #2371	404 S MOORE RD
ACE HARDWARE OF EAST RIDGE, INC.	3502 RINGGOLD RD
REDBOX AUTOMATED RETAIL,	3508 RINGGOLD RD
WALGREENS #06353	3508 RINGGOLD RD
WALGREENS #06353	3508 RINGGOLD RD
AMF TRI STATE LANES	3636 RINGGOLD RD
ONE MAN AND A PRESS	3628 RINGGOLD RD # A
PRO AUTO BROKERS, LLC	3616 RINGGOLD RD
SUGARY CREATIONS	3626 RINGGOLD RD STE B
AMERICAN BALLROOM & DANCE CENTER	3741 RINGGOLD RD
BI-LO #5510	3715 RINGGOLD RD
BI-LO #5510	3715 RINGGOLD RD
CHATTANOOGA DEPOT	3701 RINGGOLD RD
REDBOX AUTOMATED RETAIL, L.L.C.	3715 RINGGOLD RD
SUBWAY #3608	3713 RINGGOLD RD # A 10
ASIAN MARKET	3920 RINGGOLD RD STE D
CHRISTIE'S CORNER CAFE	3920 RINGGOLD RD STE H
CORNER CAFE	3920 RINGGOLD RD STE H
DOLLAR GENERAL STORE # 0511	3920 RINGGOLD RD
DOLLAR GENERAL STORE # 0511	3920 RINGGOLD RD
THRIFTY PLUS	3920 RINGGOLD RD STE B
SAVE-A-LOT #198	3936 RINGGOLD RD
SAVE-A-LOT #198	3936 RINGGOLD RD
CVS/PHARMACY #04646	3980 RINGGOLD RD
CVS/PHARMACY #04646	3980 RINGGOLD RD
REDBOX AUTOMATED RETAIL, L.L.C.	3980 RINGGOLD RD
EASTRIDGE 18	5080 SOUTH TER
RAVE MOTION PICTURE CHATTANOOGA	5080 SOUTH TER

BEST CHINA RESTAURANT		4340 RINGGOLD RD
FANTASTIC SAMS		4340 RINGGOLD RD
FOOD LION #634		4340 RINGGOLD RD
FOOD LION #634		4340 RINGGOLD RD
LIBERTY'S HOPE CHEST		4340 RINGGOLD RD
MIRAECOMM 7203		4340 RINGGOLD RD STE 9
MIRAECOMM 7203		4340 RINGGOLD RD STE 9
NCR CORPORATION		4340 RINGGOLD RD
NCR CORPORATION		4340 RINGGOLD RD
NCR CORPORATION		4340 RINGGOLD RD
NCR CORPORATION		4340 RINGGOLD RD
NCR CORPORATION		4340 RINGGOLD RD
PACKARD'S GAMES AND MOVIES		4340 RINGGOLD RD
PIZZA HUT #012601		4340 RINGGOLD RD
ADVANCE AUTO PARTS #3360		4405 RINGGOLD RD
ADVANCE AUTO PARTS #3360		4405 RINGGOLD RD
CHRISTIAN FAMILY BOOKSTORE		5319 RINGGOLD RD
FAMILY DOLLAR STORE #1864		5319 RINGGOLD RD
FAMILY DOLLAR STORE #1864		5319 RINGGOLD RD
USA SPORTS & AWARDS, INC.		5319 RINGGOLD RD
REDBOX AUTOMATED RETAIL, L.L.C.		5301 RINGGOLD RD
WALGREENS #03537		5301 RINGGOLD RD
WALGREENS #03537		5301 RINGGOLD RD
530-HOBBS & ASSOCIATES, INC.		4159 RINGGOLD RD
BUSIFORM, INC.		4159 RINGGOLD RD STE 103
VALVOLINE INSTANT OIL CHANGE 040056		4202 RINGGOLD RD
RYAN'S FAMILY STEAK HOUSES EAST, IN		5326 RINGGOLD RD 37412
LUV HOMES #887		5501 RINGGOLD RD
EASY AUTO CREDIT, INC.		5610 RINGGOLD RD
EASY AUTO CREDIT, INC.		5610 RINGGOLD RD
CAMPING WORLD RV SALES		6728 RINGGOLD RD

**Actual Street/Location Address listed in SITUS Report*

RESOLUTION NO. 2492

**A RESOLUTION EXCLUDING CERTAIN PROPERTIES
FROM THE BORDER REGION RETAIL TOURISM
DEVELOPMENT DISTRICT IN ACCORDANCE WITH
PUBLIC CHAPTER NO. 405 OF THE 2015 ACTS OF THE
TENNESSEE GENERAL ASSEMBLY**

WHEREAS, the City Council (the "Governing Body") of the City of East Ridge, Tennessee (the "City") has met pursuant to proper notice; and

WHEREAS, the City has designated a certain area within the City as a Border Region Retail Tourism Development District (the "District") pursuant to Tenn. Code. Ann. §§ 7-40-401 *et seq.* (the "Border Region Act"), which District has been approved by the Tennessee Commissioner of Revenue (the "Commissioner"); and

WHEREAS, pursuant to Section 2 of Public Chapter No. 405 of the 2015 Acts of the Tennessee General Assembly, which amends the Border Region Act, the City is authorized to exclude, on a one-time basis, from the District for the remainder of the term that the District is certified any property or properties initially included in the certified District by designating the exclusion of the property of properties by resolution of the Governing Body; and

WHEREAS, pursuant to Public Chapter No. 405, the Commissioner is to rely on the address of the businesses in the District for purposes of determining whether a business is located in the District; and

WHEREAS, the Governing Body has determined to exclude the properties associated with the businesses and addresses shown on Exhibit A attached here from the District as permitted by Public Chapter No. 405.

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF EAST RIDGE, TENNESSEE, AS FOLLOWS:

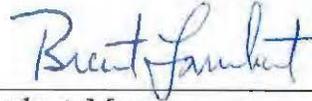
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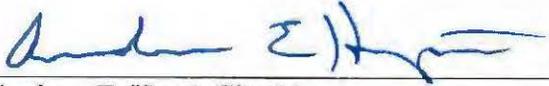
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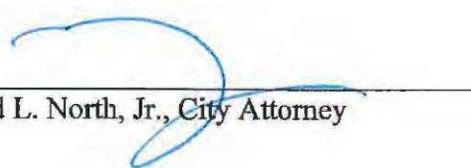
Brent Lambert, Mayor

ATTEST:



Andrew E. Hyatt, City Manager

APPROVED AS TO FORM



Harold L. North, Jr., City Attorney

PACKARD'S GAMES AND MOVIES	169G F 003
PIZZA HUT #012601	169G F 003
ADVANCE AUTO PARTS #3360	169G H 025
ADVANCE AUTO PARTS #3360	169G H 025
CHRISTIAN FAMILY BOOKSTORE	169G J 025
FAMILY DOLLAR STORE #1864	169G J 025
FAMILY DOLLAR STORE #1864	169G J 025
USA SPORTS & AWARDS, INC .	169G J 025
REDBOX AUTOMATED RETAIL, L.L.C.	169G J 026
WALGREENS #03537	169G J 026
WALGREENS #03537	169G J 026
530-HOBBS & ASSOCIATES, INC.	169H E 030
BUSIFORM, INC.	169H E 030
VALVOLINE INSTANT OIL CHANGE 040056	169H G 001
RYAN'S FAMILY STEAK HOUSES EAST, IN	169J A 030
LUV HOMES #887	169K A 004
EASY AUTO CREDIT, INC.	169K C 029
EASY AUTO CREDIT, INC.	169K C 030
CAMPING WORLD RV SALES	170I C 004

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Brent Lambert, Mayor

ATTEST:

Andrew E. Hyatt, City Manager

APPROVED AS TO FORM

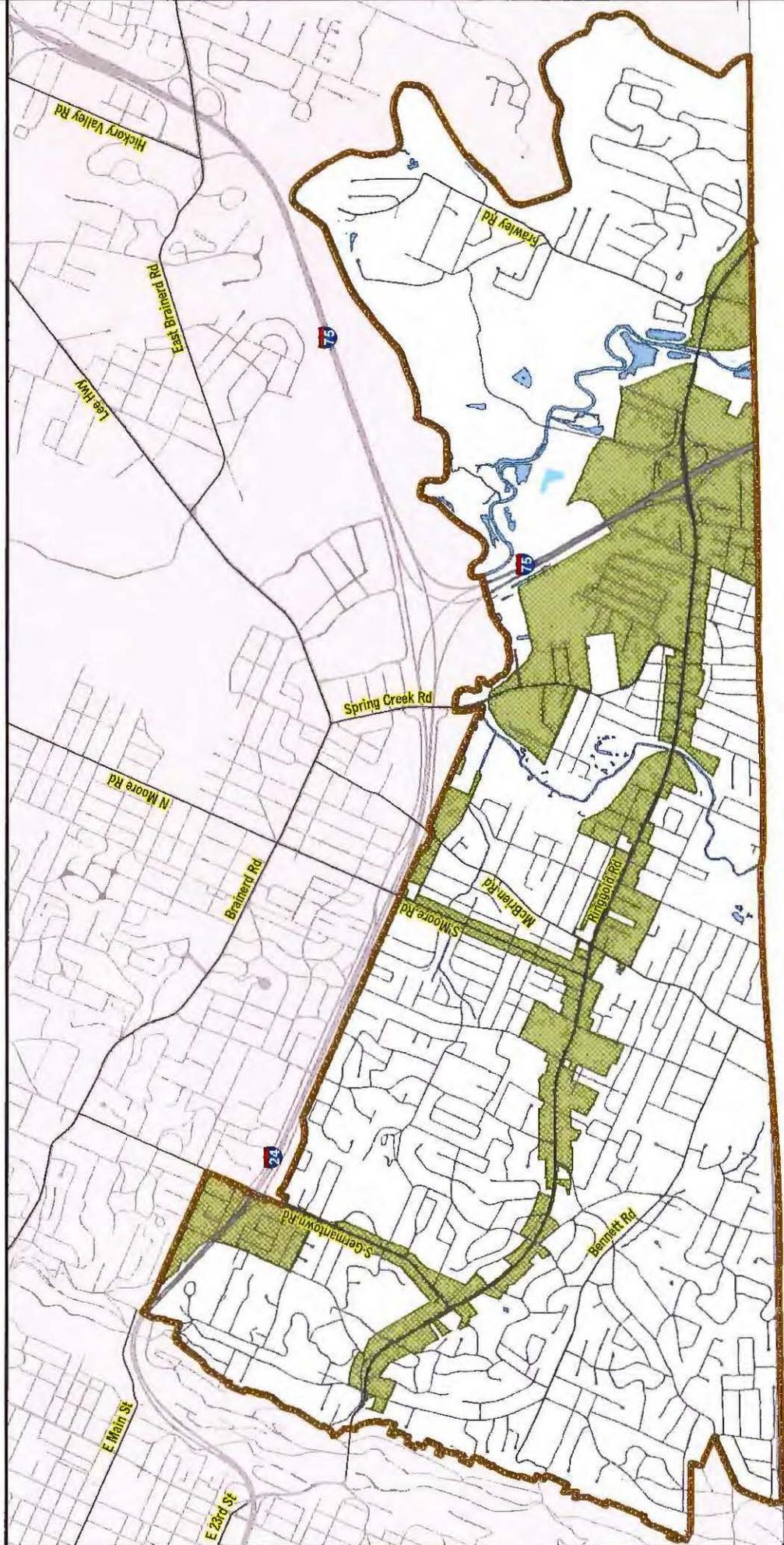
Harold L. North, Jr., City Attorney

	169G F 003	
	169G F 003	
	169G H 025	
	169G H 025	
	169G J 026	
	169G J 026	
	169G J 026	
	169H E 030	
	169H E 030	
	169H G 001	
	169J A 030	
	169K A 004	
	169K C 029	
	169K C 030	
	170I C 004	



City of East Ridge, Tennessee

1 in = 0.36 miles



Border Region

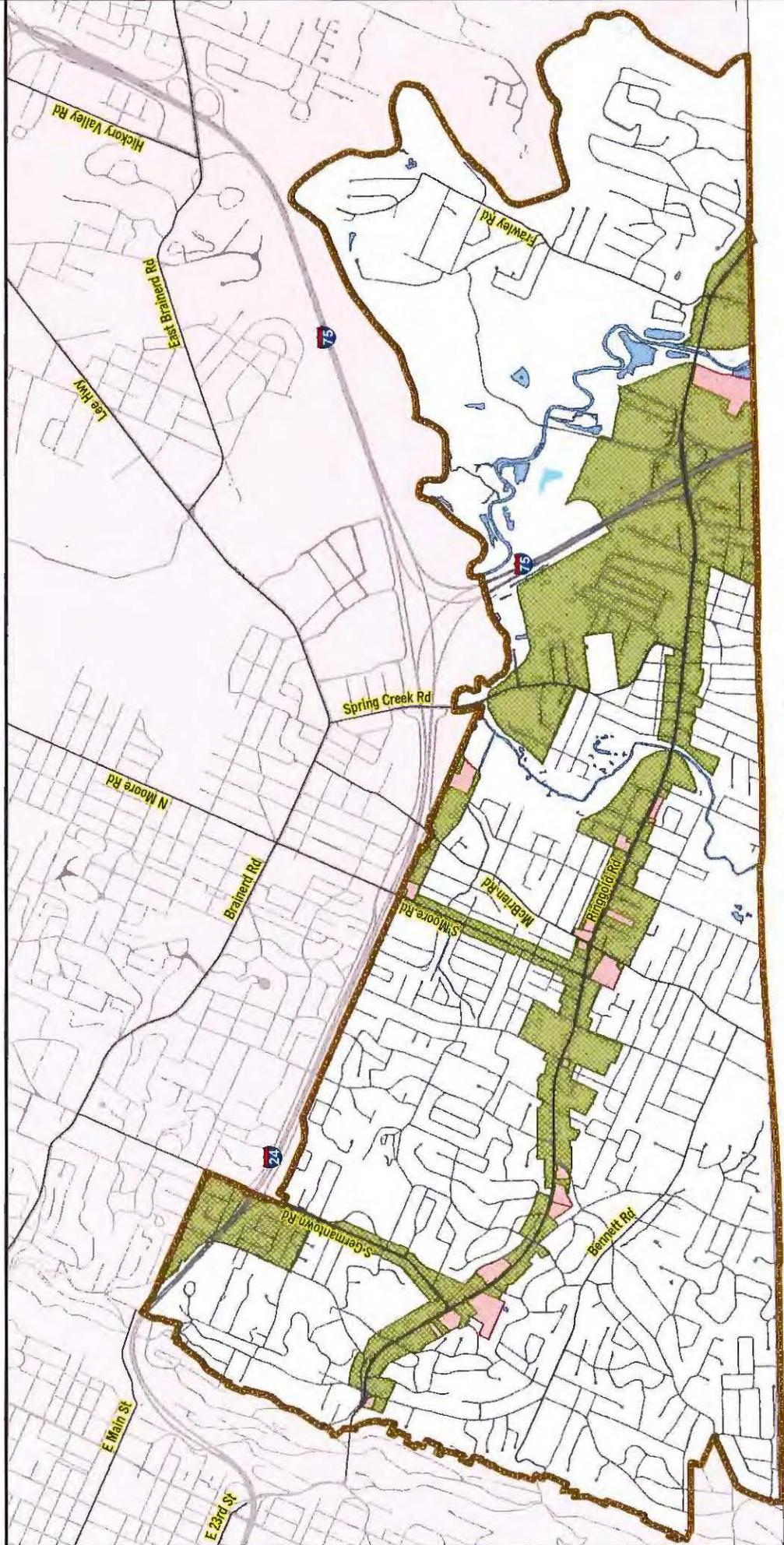
Retail & Tourism Development District

● Retail & Tourism Development District - June 2015



City of East Ridge, Tennessee

1 in = 0.36 miles



Border Region

Retail & Tourism Development District

- Retail & Tourism Development District - June 2015
- Areas removed from Development District



RECON 2015

Retail Strategies Summary of RECon

#RECon2015

The Retail Strategies team had a very productive RECon 2015! Our retail recruiters and client managers have been setting meetings for more than a month with retailers, brokers and developers to discuss opportunities in East Ridge. ICSC RECon is the largest retail real estate conference of the year and it's one of our best opportunities to get in front of decision makers. RECon is about relationships and with 26 members of our team attending, we had East Ridge covered from every angle! Our ability to network with attendees and leverage relationships across the country on behalf of East Ridge was fully realized at RECon.

This year Retail Strategies secured a 40x40 booth right next to the new Retail Central Networking Lounge: **Booth #C2220 in Central Hall 5 at the intersection of G Street and 21st Ave.** Below is a visual of what our space looked like.

The Retail Strategies team is working diligently to follow up with prospective retailers, brokers, and developers we met with on behalf of East Ridge.



WE MAKE RETAIL HAPPEN

LAURA HUDSON

Client Manager

205-306-6579 Cell

Laura.hudson@retailstrategies.com

RECON 2015

Retail Strategies Overview of RECon



Who's at RECon?

- Nearly 35,000 Industry Professionals
- Over 1,000 Leasing Mall Exhibitors
- Over 200 MarketPlace Mall Exhibitors
- Nearly 100 SPREE RECon Exhibitors
- Over 50 Cities of the World Exhibitors
- 21 Companies in the Finance Pavilion
- 100+ Retailers
- 200+ New Companies Participating in RECon 2015

Recap of Meetings

Retail Strategies had several productive meetings on behalf of East Ridge, including but not limited to:

- 3 fast casual concepts
- 1 hardware & home center concepts looking to expand in TN
- 2 health and beauty stores not currently in East Ridge
- 6 developers and brokers



LAURA HUDSON
Client Manager
205-306-6579 Cell

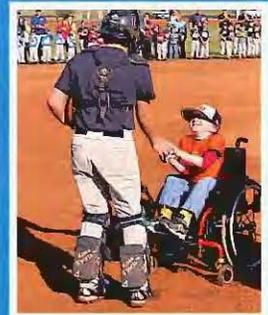
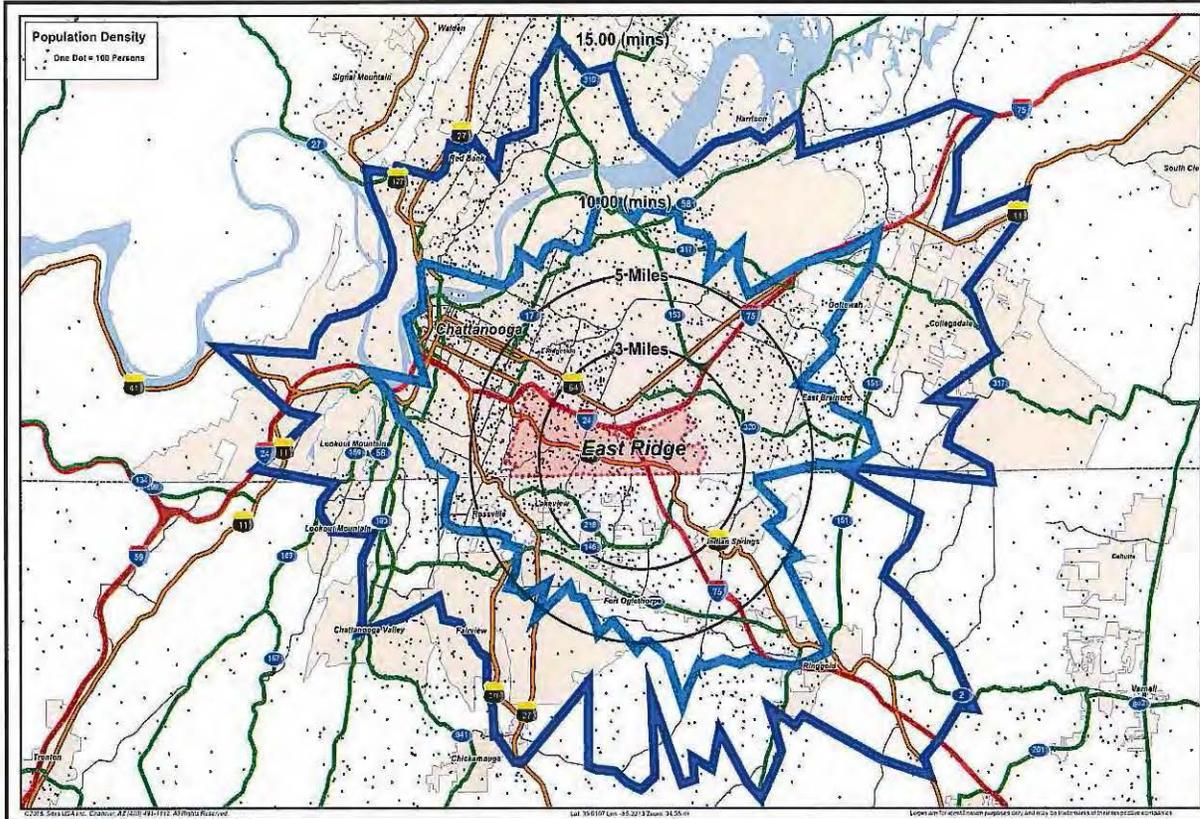
Laura.hudson@retailstrategies.com

EAST RIDGE, TN

Marketing Guide



East Ridge, Tennessee - Hamilton County

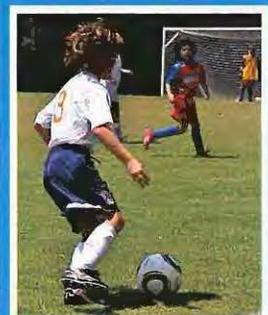


CITY OF EAST RIDGE, TN
GATEWAY TO TENNESSEE

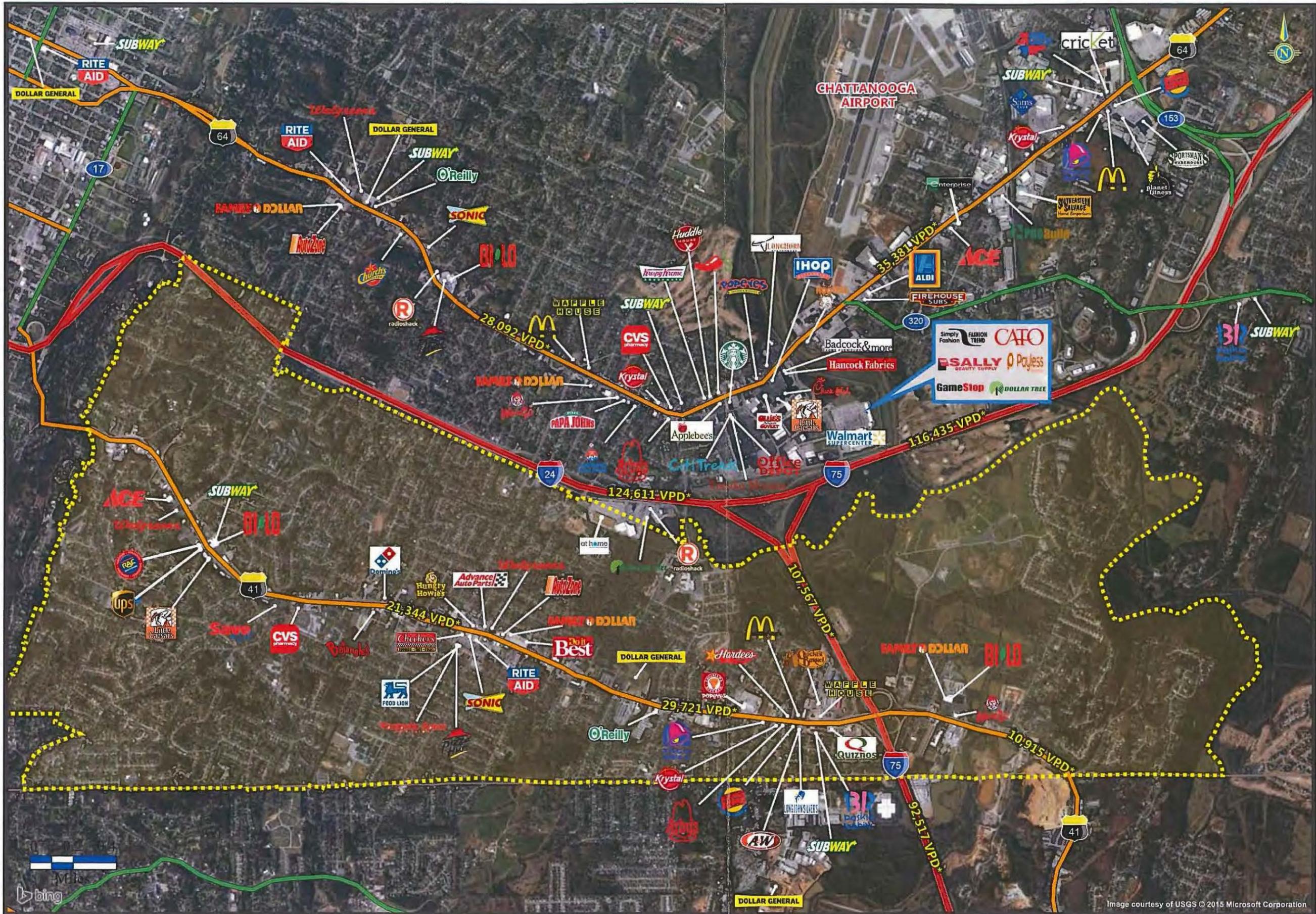
Thad H. Jablonski
 CFO/Deputy City Manager
tjablonski@eastridgetn.gov

City of East Ridge
 1517 Tombras Avenue
 East Ridge, TN 37412
 (423) 805-3186 (o)
 (423) 260-3763 (c)

www.eastridgetn.org



DEMOGRAPHIC PROFILE	City Boundary	3 Mile Radius	5 Mile Radius	10 Minute Drive Time	15 Minute Drive Time
2014 Estimated Population	21,366	48,646	129,752	102,059	189,870
Total Number of Employees	7,050	23,906	67,408	67,229	159,099
Median HH Income	\$38,131	\$39,612	\$37,709	\$39,407	\$38,132



EAST RIDGE, TENNESSEE

Major Retail & Restaurants





Market Highlights

Quick Facts

- Residents of East Ridge, Tennessee fall into the Old and Newcomers Tapestry Segmentation (26.2%). This market features singles' lifestyles, on a budget. The focus is more on convenience than consumerism, economy over acquisition. Old and Newcomers is composed of neighborhoods in transition, populated by renters who are just beginning their careers or retiring. Some are still in college; some are taking adult education classes. They support environmental causes and Starbucks. Age is not always obvious from their choices. Consumers are price aware and coupon clippers, but open to impulse buys. Food features convenience, frozen and fast food. Entertainment features the Internet (dating sites and games), movies at home, country music, and newspapers.

Distance: 10 Minute Drive Time

- The current Median Household Income in East Ridge, Tennessee is \$40,353. The five-year projection for Median Household Income in East Ridge is \$46,253. This represents an increase of 14.6%.



Major Area Employers

Company Name	Company Name	Employment
CMJ Manufacturing	Jewelers-Wholesale	3000
Porkridge East Hospital	Hospitals	600
Life Care Ctr Of America Inc	Nursing & Convalescent Homes	268
Textile Printing Co	Boxes-Folding-Manufacturers	150
Cracker Barrel Old Country Str	Restaurants	132
Interpak LLC	General Ind Machinery/Equip NEC (Mfrs)	100
Certified Maintenance Svc	Maintenance Contractors	90
G T Buy Sell & Trade	Video Games	87
At Home	Furniture-Dealers-Retail	80
Tristate & Uniguard Security	Security Guard & Patrol Service	80

Major Area Schools

School Name	Enrollment
East Ridge Elementary	1038
East Ridge High	804
Spring Creek Elementary	770
East Ridge Middle	744
Our Lady of Perpetual Help Catholic School (OLPH)	338
Belvoir Christian Academy (BCA)	151

Focus Properties

Property Name

Property Address

- Bass Pro Site
- East Ridge Shopping Center
- East Ridge Plaza
- Adair Square
- 3 Acres Available for Sale
- Former ATG Rehab
- Family Dollar Center
- East Ridge Crossing

- NEQ of I-75 and Ringgold Road
- 6725 Ringgold Rd #113
- 6743 Ringgold Rd
- 6101 Ringgold Road
- 6250 Ringgold Road
- 1463 Mack Smith Road, Suite: 1463
- 6721 Ringgold Rd
- 4340 Ringgold Road

Property Name

Property Address

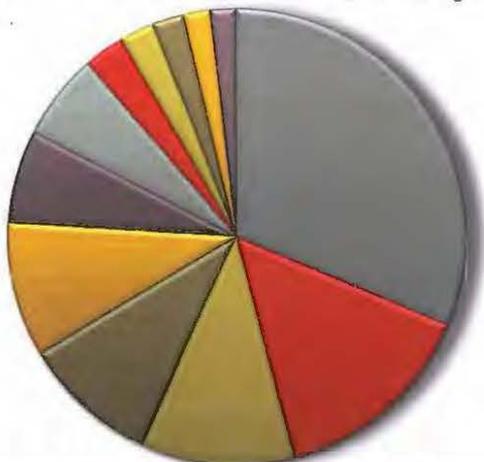
- Strip Center Across from BILO
- Strip Center Across from BILO
- Available Shop Space in Strip Center
- Former Dentist
- Former American Ballroom
- Osborne Shopping Center - BiLO
- South Terrace Plaza Shopping Center

- 3733 Ringgold Road
- 3748 Ringgold Rd., Suite: 3748
- 3812 Ringgold Rd., Suite: 3812
- 3825 Ringgold Rd., Suite: 3825
- 3741 Ringgold Rd., Suite: 3741
- 3807 Ringgold Road, Suite: 3807
- 5084 South Terrace Road

GAP ANALYSIS

Distance: Custom Trade Area

The Gap Analysis is a summary of the primary spending Gaps segmented by retail category. It measures actual consumer expenditures within the City's trade area and compares it to the potential retail revenue generated by retailers in the same area. The difference between the two numbers reflects leakages, or the degree to which consumers travel outside the community for certain retail goods and services. The Gap analysis is a useful tool to gauge retail supply and demand within the community.



Supermarkets & Grocery Stores \$19,289,789	Home Furnishing Stores \$3,762,115
Specialty Food Stores \$8,991,746	Shoe Stores \$1,767,408
Sporting Goods Stores \$6,711,169	Book Stores & News Dealers \$1,489,759
Nursery & Garden Centers \$5,965,257	Sewing, Needlework & Piece Goods Stores \$1,373,291
Electronics & Appliances Stores \$5,881,497	Paint & Wallpaper Stores \$1,177,568
Outdoor Power Equipment Stores \$4,110,480	Hobby, Toy & Game Stores \$1,099,699

*Source: www.clarifax.com