



Industrial Development Board
Regular Meeting Agenda
Thursday, June 22, 2023, 5:30 PM
City Hall, Lakeland, Tennessee 38002

- I. CALL TO ORDER:
- II. ROLL CALL:
- III. APPROVAL OF MINUTES OF PREVIOUS MEETING:
 - 1. Regular Meeting - June 01, 2023
- IV. PUBLIC DISCUSSION:
- V. REPORTS OF OFFICERS AND COMMITTEES:
- VI. OLD BUSINESS:
- VII. NEW BUSINESS:
 - 1. Discussion and presentation of business recruitment at Ashmont development.
 - 2. Discussion and update with the Lakeland Chamber of Commerce.
 - 3. **Resolution** - approving professional services contract amendment 2 in connection with the tax increment financing for Lakeland Commons, LP.
- VIII. ANNOUNCEMENTS:
- IX. ADJOURNMENT:

INDUSTRIAL DEVELOPMENT BOARD
REGULAR MEETING MINUTES
THURSDAY, JUNE 01, 2023, 5:30 PM
CITY HALL, LAKE LAND, TN.

DRAFT

- I. **CALL TO ORDER:** The meeting was called to order by Chairman Alan Johnson at 5:30 p.m.

II. **ROLL CALL BY RECORDER:**

Shaun Brannen	Present
Richard Gonzales	Present
Derek Johnston	Present
Richard Justin	Present
Joseph Laster	Present
Mayor Josh Roman (<i>BOC Liaison</i>)	Present
Brian Sullivan	Present
(C) Alan Johnson	Present

Others present:

Michael Walker, City Manager

Paul Luker, Planning Director

Al Bright Jr, Attorney (*IDB Counselor*)

III. **APPROVAL OF MINUTES OF PREVIOUS MEETING:**

Mr. Gonzales moved to approve the previous meeting minutes of March 23, 2023, as written, seconded Mr. Sullivan.

Motion passed unanimously, voice vote, 7 in favor 0 against.

IV. **PUBLIC DISCUSSION:**

V. **REPORTS OF OFFICERS AND COMMITTEES:** N/A

VI. **OLD BUSINESS:** *None*

VII. **NEW BUSINESS:**

1. **Resolution** – adopting a development agreement between the Industrial Development Board of the City of Lakeland, Tennessee, and the City of Lakeland, Tennessee, for development of the Lakeland Gateway.

Mr. Gonzales moved to bring this item to the floor, seconded by Mr. Laster.

Discussion ensued.

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For the record: Comments were heard from the following:
Al Bright, Jr. Attorney – IDB Counselor
Mayor Josh Roman – BOC Liaison

When the question was called the resolution passed as presented,
voice vote, 7 in favor 0 against. (See Resolution R-71-2023 on file)

VIII. ANNOUNCEMENTS:

IX. ADJOURNMENT:

There being no other business to consider, Mr. Gonzales moved to adjourn
the meeting, seconded by Mr. Laster.

Motion passed unanimously, voice vote, 7 in favor 0 against.

The meeting was adjourned at 5:48 p.m. on Thursday, June 01, 2023.

Joseph Laster, *Secretary*

ATTEST:

Debra Murrell, *City Recorder*



These minutes were approved Thursday, June 22, 2023, and constitute an official public record of the City of Lakeland, duly recorded, and filed in the Minute Book of the City of Lakeland.

RESOLUTION R-86-2021

A RESOLUTION OF THE INDUSTRIAL DEVELOPMENT BOARD OF THE CITY OF
LAKELAND, TENNESSEE, APPROVING PROFESSIONAL SERVICES CONTRACT
AMENDMENT 2 IN CONNECTION WITH THE TAX INCREMENT FINANCING FOR
LAKELAND COMMONS, LP

- WHEREAS,** on November 12, 2018, The Industrial Development Board of the City of Lakeland, Tennessee (the "Lakeland IDB") approved an economic impact plan (the "Economic Impact Plan") regarding the development of an area located at 9768 Highway 70, Lakeland, Tennessee 38002 (inclusive of Tax Parcel ID Nos. L0150 00332 and L0150 00479C), which is an approximately 40 acre mixed use development at the southwest corner of U.S. Highway 70 and Seed Tick Road in Lakeland, Shelby County, Tennessee (the "Plan Area"); and
- WHEREAS,** on November 12, 2018, the Lakeland IDB approved a Tax Increment Financing Application (the "TIF Application") for the Plan Area, as submitted by Lakeland Commons, LLC, a Tennessee limited liability company ("Lakeland Commons"); and
- WHEREAS,** the development of the Plan Area is expected to create a mixed use development that is expected to include a three-story building with restaurants, professional office space, boutique retail space and a possible site for the relocation of Lakeland City Hall, as more particularly described in the Economic Impact Plan (collectively, the "Project"), and
- WHEREAS,** the Economic Impact Plan would permit certain tax increment financing ("Tax Increment Financing") pursuant to Chapter 53, Title 7 of the Tennessee Code Annotated; and
- WHEREAS,** the Lakeland IDB reviewed the Economic Impact Plan and the TIF Application in an open public meeting; and
- WHEREAS,** the Lakeland IDB conducted a public hearing on the Economic Impact Plan held at least two (2) weeks after public notice of the hearing was published in accordance with the applicable laws of Tennessee; and
- WHEREAS,** in connection with Tax Increment Financing, A2H, an engineering, architecture, and planning firm, was contracted by the Lakeland IDB through September 12, 2021, to provide professional services related to the development of the Lakeland Commons site in an amount not to exceed \$30,000; and
- WHEREAS,** on June 23, 2022, the Lakeland IDB approved Professional Services Contract Amendment #1 to extend the time of performance to September 12, 2023, and to increase compensation to an amount not to exceed \$60,000; and
- WHEREAS,** A2H has submitted Professional Services Contract Amendment #2, a copy of which is attached hereto as Exhibit A, to extend the time of performance to September 12, 2025, and to increase compensation to an amount not to exceed \$90,000.

RESOLUTION R-86-2023

A RESOLUTION OF THE INDUSTRIAL DEVELOPMENT BOARD OF THE CITY OF
LAKELAND, TENNESSEE, APPROVING PROFESSIONAL SERVICES CONTRACT
AMENDMENT 2 IN CONNECTION WITH THE TAX INCREMENT FINANCING FOR
LAKELAND COMMONS, LP

NOW, THEREFORE, BE IT RESOLVED by the Lakeland IDB that:

RESOLVED, that Professional Services Contract Amendment #1 is hereby approved by the Lakeland IDB and further,

RESOLVED, that the directors, officers, agents, and employees of the Lakeland IDB are hereby authorized and directed to do all such things and to execute or accept any and all such certificates or documents as may be necessary to carry out and comply with the provisions of this Resolution and to carry out, give effect to and consummate the transactions contemplated hereby and thereby. All of the acts and doings of the directors, officers, agents and employees of the Lakeland IDB which are in conformity with the intent and purposes of this Resolution, whether heretofore or hereafter taken or done, shall be and are hereby ratified, confirmed and approved.

Dated: June 22, 2023

Alan Johnson, *Chair*

Attest:

Steve Laster, *Secretary*

RESOLUTION R-86-2023

A RESOLUTION OF THE INDUSTRIAL DEVELOPMENT BOARD OF THE CITY OF
LAKELAND, TENNESSEE, APPROVING PROFESSIONAL SERVICES CONTRACT
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LAKELAND COMMONS, LP

Exhibit B

Draw

Request(s)

See

Attached



June 19, 2023

Michael Walker, President
The Industrial Development Board of the City of Lakeland, Tennessee
10001 U.S. Highway 70
Lakeland, TN 38002

Re: Professional Services Contract Amendment #2 for
The Industrial Development Board of the City of Lakeland, Tennessee
CE&I for 40-acre Planned Mixed-Use TIF
Lakeland, TN

A2H # 19289

Dear Michael,

We are pleased to provide this Professional Services Contract Amendment #2 to the original Contract signed by A2H, Inc. ("A2H") and The Industrial Development Board of the City of Lakeland, Tennessee (the "Lakeland IDB") on September 12, 2019 for the CE&I for 40-acre Planned Mixed-Use TIF located in Lakeland, TN. By way of this Contract Amendment to the original, we are enclosing our proposal for the additional professional services required for the successful completion of the scope of services for this project. The terms and conditions in the original contract shall apply to this amendment as well.

I. It is our understanding that the Scope of Services will be amended to include the following:

The Scope of Services as outlined in the original Contract Section No. 1 will not be amended. A2H will continue to perform the services in accordance with the original Contract.

II. It is our understanding that the Time of Performance will be amended to include the following:

The Time of Performance as outlined in the original Contract Section No. 2 will be extended by an additional two (2) years from the original contract completion date to September 12, 2025; provided, however that either party may terminate this Agreement upon 30 days written notice to the other party.

III. It is our understanding that the Compensation will be amended to include the following:

The Compensation as outlined in the original Contract Section No. 3 was performed in accordance with the contract "Fee Schedule", not to exceed thirty thousand dollars (\$30,000). Contract Amendment #1 altered the total Compensation to a not to exceed amount of sixty thousand dollars (\$60,000).

If approved, Contract Amendment #2 will alter the total Compensation for the Scope of Services to be performed in accordance with Section No. 3 of the contract "Fee Schedule", to a not to exceed amount of ninety thousand dollars (\$90,000).

A2H will use the 2023 A2H Hourly Rate Schedule for services provided as part of Contract Amendment #2 versus the 2019 A2H Hourly Rate Schedule used under the original Contract.

If this Contract Amendment satisfactorily sets forth your understanding and the agreement between us, we would appreciate your signing this contract amendment in the space provided below and returning a copy to us.

This Contract Amendment will be open for acceptance for 60 calendar days. We certainly look forward to working with you on this project and thank you for giving us the opportunity to submit this Contract Amendment.

If you have any questions, please call.

Sincerely,

A2H, Inc.



Logan E. Meeks, PE
President | Principal

AGENT FOR: **THE INDUSTRIAL DEVELOPMENT BOARD OF THE CITY OF LAKELAND, TENNESSEE**

ACCEPTED BY: _____ **DATE:** _____

TITLE: _____



ENGINEERS · ARCHITECTS · PLANNERS

2023
Professional Services Rate Schedule

STAFF MEMBER	LEVEL I	LEVEL II	LEVEL III
Principal	\$ 200.00 /HR	\$ 215.00 /HR	\$ 230.00 /HR
Associate Principal	\$ 160.00 /HR	\$ 175.00 /HR	\$ 190.00 /HR
Project Manager	\$ 140.00 /HR	\$ 160.00 /HR	\$ 180.00 /HR
Project Coordinator	\$ 80.00 /HR	\$ 90.00 /HR	\$ 100.00 /HR
Architect	\$ 135.00 /HR	\$ 155.00 /HR	\$ 175.00 /HR
Engineer	\$ 130.00 /HR	\$ 145.00 /HR	\$ 170.00 /HR
Senior Designer	\$ 120.00 /HR	\$ 135.00 /HR	\$ 150.00 /HR
Landscape Architect	\$ 100.00 /HR	\$ 120.00 /HR	\$ 140.00 /HR
Planner	\$ 100.00 /HR	\$ 120.00 /HR	\$ 140.00 /HR
Land Surveyor	\$ 100.00 /HR	\$ 110.00 /HR	\$ 125.00 /HR
Interior Designer	\$ 90.00 /HR	\$ 105.00 /HR	\$ 125.00 /HR
Construction Administrator	\$ 90.00 /HR	\$ 100.00 /HR	\$ 120.00 /HR
Construction Inspector	\$ 85.00 /HR	\$ 95.00 /HR	\$ 115.00 /HR
Designer	\$ 90.00 /HR	\$ 100.00 /HR	\$ 110.00 /HR
BIM/CAD Technician	\$ 80.00 /HR	\$ 90.00 /HR	\$ 105.00 /HR
Survey Crew Member	\$ 60.00 /HR	\$ 70.00 /HR	\$ 80.00 /HR
Administrator	\$ 65.00 /HR	\$ 75.00 /HR	\$ 90.00 /HR