

THE TOWN OF  
*Kingston Springs*  
INVITES YOU TO AN  
**Area Business  
Community Forum**

THU. 30 | 8-9:10 AM  
JULY

L.L. BURNS PARK ACTIVITY CENTER  
501 PARK STREET  
KINGSTON SPRINGS

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RSVP TO [CITYMANAGER@KINGSTONSPRINGS-TN.GOV](mailto:CITYMANAGER@KINGSTONSPRINGS-TN.GOV)  
OR 615-952-2110 EXT. 15 BY FRIDAY, JULY 24TH



**Area Business Community Forum**  
**July 30, 2015**



## ITINERARY

8:05	Introduction	Introduction to City Manager Introduction of Town Officials
8:10	Sponsors	Heritage Bank
8:15	Doing Business in Kingston	Tax Rates & Recent Accolades Revenues from Business Sales Tax Corridors Downtown What's Next
8:25	Access to Support & Capital	Cheatham County Offices Goodwill USDA State & Other Incentives
8:45	Sponsors	Community Bank
8:50	Area Update	Road Counts ESRI Retail Report Town Paving & Growth Planned Development
8:55	Feedback	

# INTRODUCTION

**Kingston Springs City Manager**  
**Mike McClanahan**

[citymanager@kingstonsprings-tn.gov](mailto:citymanager@kingstonsprings-tn.gov)  
(615) 952-2110 Ext. 15

BA	Northern Kentucky University
MPA	George Mason University
TN CMFO	December 2013
TN CED	September 2015

**City Manager (6 months) Town of Kingston Springs, TN**

**City Manager (2.5 years) City of Clifton, TN**  
**Budget Officer (1.5 years) City of Alexandria, VA**

## Reasons to Meet :

- Attendees can socialize
- Share Town-related information , updates, and field questions
- Perception of KS as a partner in commerce/business
- Get feedback



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# INTRODUCTION

**Mayor.....Tony Gross**

**City Manager.....Mike McClanahan**

**Planning Commission Chair.....Carolyn Hall**

**Fire Marshal.....Chief Eugene Ivey**

**Building Official.....James Parks**



# SPONSORS



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# DOING BUSINESS IN KINGSTON: TAXES

**Real Estate Tax Rate: \$0.91**

- Unchanged from FY15
- 'Growing the pie' approach

**No BPOL**

**The Town does collect:**

- Sales tax
- Franchise tax
- Excise tax
- Beer, liquor, mixed drink tax
- Fuel tax
- Property tax

Community	Rate
Ashland City	\$0.4683
Bellevue	\$3.9240 GSD
Belle Meade	\$0.2243 + Metro
Burns	\$0.6300
Dickson	\$0.9790
Fairview	\$0.6350
Pegram	\$0.0000
Pleasant View	\$0.0000
White Bluff	\$0.5017



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# DOING BUSINESS IN KINGSTON: RECENT ACCOLADES

## Kingston Springs TENNESSEE

Perched on bluffs above the Harpeth River, the Town of Kingston Springs is a small, family-oriented community just 20 minutes West of downtown Nashville on I-40

*Walkable* historic downtown

173 acres of *parks & trails*

Ranked 9th *safest* community in TN

Highly-rated *fire protection* service

*Vibrant* business community

Adventurous *outdoor* recreation

*Connect with us!*



P.O. Box 256 | Kingston Springs, TN 37082  
(615) 952-2110 | [www.kingstonsprings.net](http://www.kingstonsprings.net)



### Recent accolades...

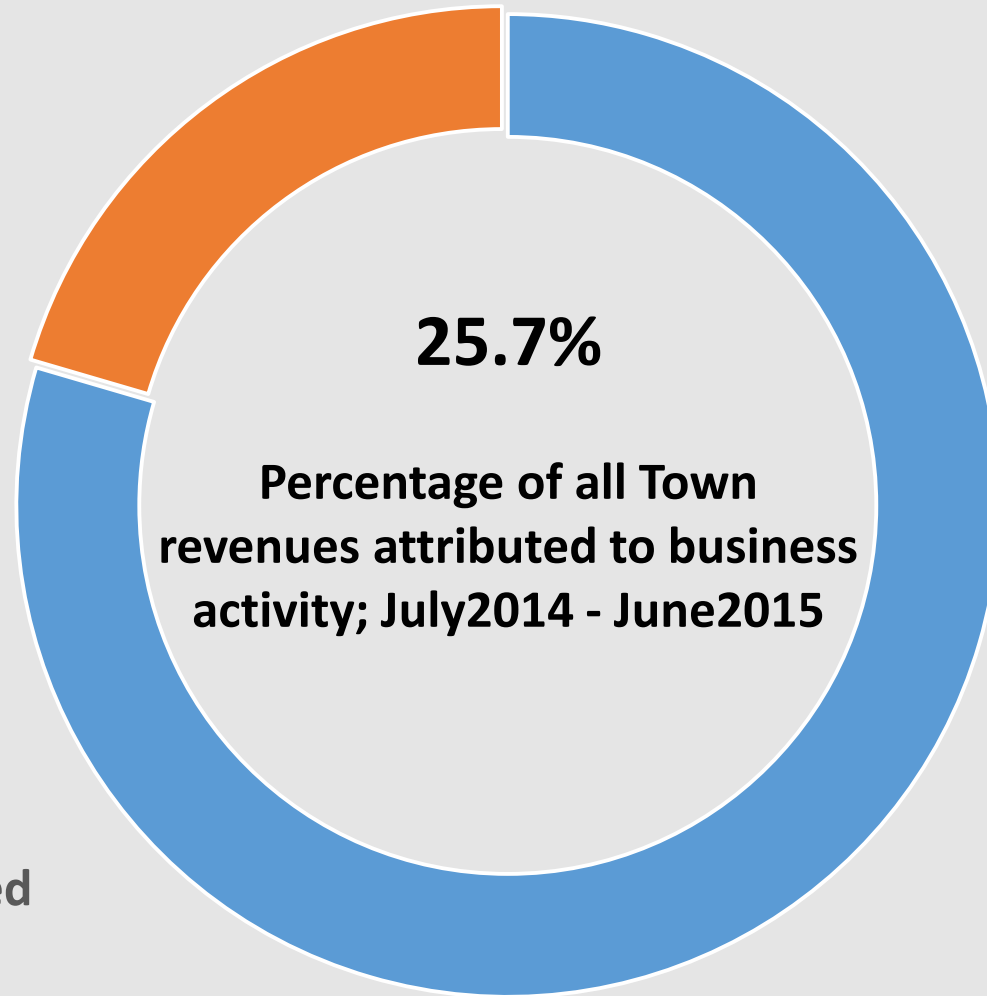
- “9<sup>th</sup> Safest City in Tennessee” - Movoto.com
- “3<sup>rd</sup> Best Nashville Suburb to Live In” – Movoto.com



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# DOING BUSINESS IN KINGSTON: REVENUES FROM BUSINESS



■ Business Related

■ Other

## Trend:

Business-related revenue increasing

FY14	\$547,216	23.8%
FY15	\$607,230	25.7%
FY16	\$618,485	26.5%



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# DOING BUSINESS IN KINGSTON: SALES TAX

## Three Tiers of Sales Tax:

- **State Sales Tax – 7%.** Base tax collected on goods purchased in TN. Some food items are less. 0.5% is dedicated to education.
- **Local Option Sales Tax (County Trustee) – 2.75%.** Based on receipts from sales occurring within the jurisdiction. Counties and cities may change the distribution of the 2.75%.
- **Additional Half Cent – 0.5%.** Cities can levy, but must be confirmed through referendum. Kingston Springs levied in late 1997. All funds go to City.

## Reliance on Sales Tax

- **Important for funding source in the South and West**
- **TN: Future heavy reliance on sales tax**

## Distribution of Local Option Sales Tax

50% City

25% Schools

25% County

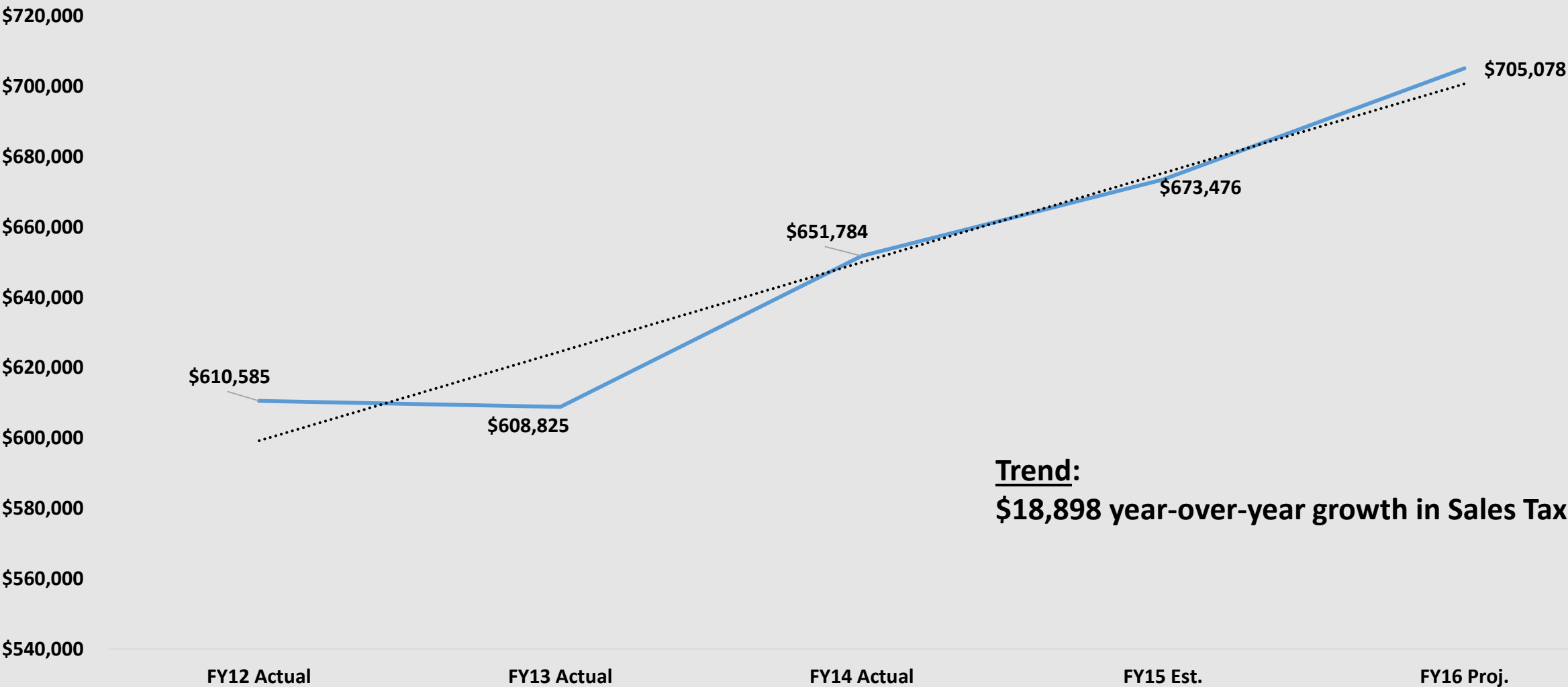


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# DOING BUSINESS IN KINGSTON: SALES TAX

Sales Tax Trends (By Year)

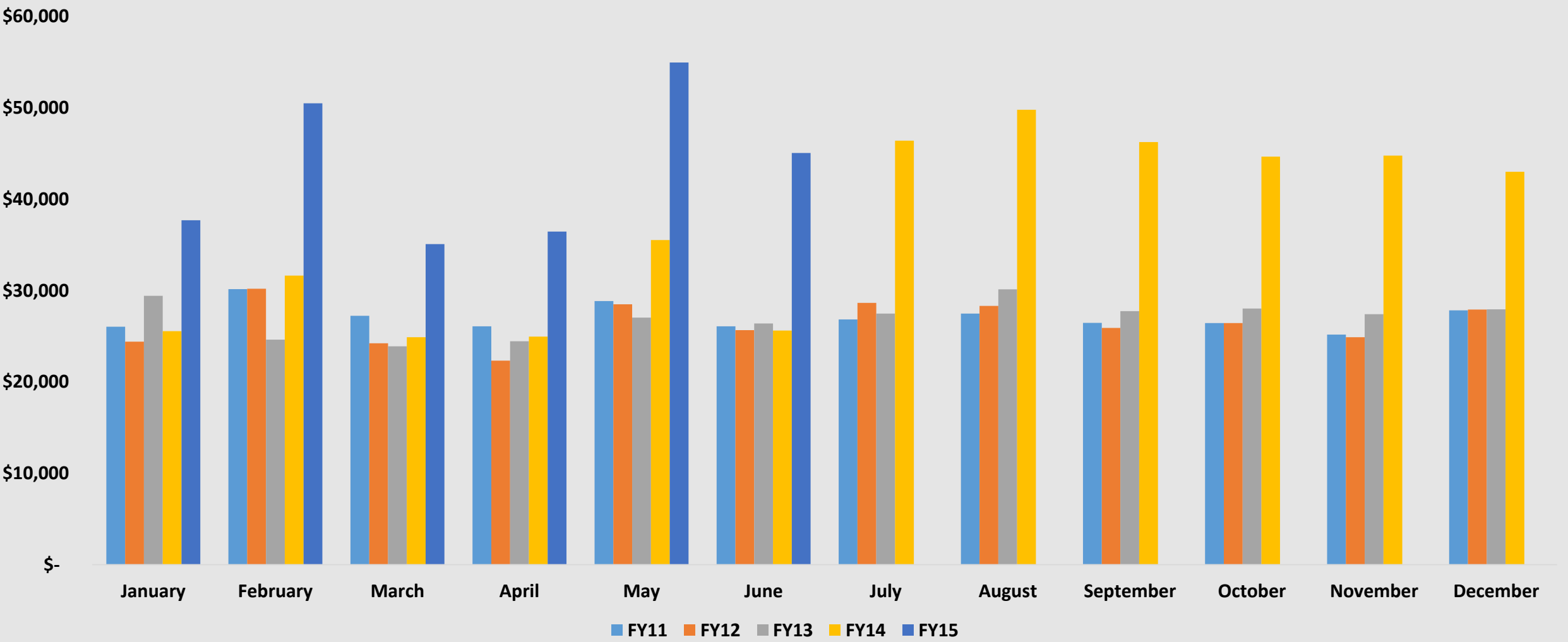


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# DOING BUSINESS IN KINGSTON: SALES TAX

Sales Tax Trends (By Month)



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# DOING BUSINESS IN KINGSTON: CORRIDORS

## Uptown: Luyben Hills Rd.

- Road counts
- Infrastructure improvement needed
- Multimodal grant
  - Sidewalk accessibility
  - Landscaping
  - Lighting & safety
  - No roundabout
- Gateway



## Downtown: N. Main St.

- Infrastructure is good/new
- Business development is needed
- Find a way to incorporate downtown into public events
- Franklin (place-making / community)

# DOING BUSINESS IN KINGSTON: DOWNTOWN

## 10 Steps to Creating A Vibrant Downtown:

- 1) Image is everything
- 2) Monitor surrounding communities
- 3) Maintain a daytime population
- 4) Tap into the nearby residential population
- 5) Reach out to different cultures
- 6) Cultivate functional diversity
- 7) Leverage heritage assets
- 8) Develop catalytic projects
- 9) Nurture a quality of life
- 10) Find a Champion



# DOING BUSINESS IN KINGSTON: WHAT'S NEXT

**FY16 budget calls for several transportation improvements:**

**Paving**

Allison Ct.  
Ashley Ln.  
Evergreen Ct.  
Magnolia Ct.  
Timber Ridge Ct.  
Matthew Ct.  
Maple St.  
Love St.  
Lakeside Ct.

**Brush Creek Rd. Culvert/bridge replacement**

**Possible Grant Opportunities during FY16:**

**Safe Routes to School:**

**Sidewalks along  
Harpeth View Trail**

**LPRF:**

**City Park Rehabilitation**

**Multimodal:**

**Sidewalks along Luyben  
Hills Rd.**

**Current Focus: Creating & Communicating Content**



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# ACCESS TO SUPPORT & CAPITAL: CHEATHAM COUNTY OFFICIALS



**Brandi Ghergia**  
**Cheatham County Chamber Director**

[brandi@cheathamchamber.org](mailto:brandi@cheathamchamber.org)  
**(615) 792-6722**



**Daryl Phillips**  
**Director of Economic Development**

[darylphillips@cheathamconnect.com](mailto:darylphillips@cheathamconnect.com)  
**(615) 792-2379**



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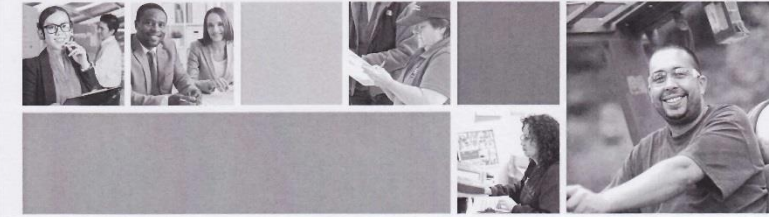
# ACCESS TO SUPPORT & CAPITAL: GOODWILL

Goodwill has opened a new location in Bellevue (7663 Highway 70.) They are reaching out to area businesses who are looking for staff, and will sponsor a job fair.

Glenn Brown  
Career Counselor

[Glenn.brown@givegw.org](mailto:Glenn.brown@givegw.org)

(615) 981-8800



## Job Fair for Caraustar

at the new Bellevue Goodwill Career Solutions

Thursday, July 30  
9AM- 3PM

**\*\*OVER 30 JOB OPENINGS\*\***

SPARTAN STAFFING seeks to hire over 30 machine operators, floaters, sheeting, cutting and finisher positions for Caraustar in Kingston Springs.

Interviews and employment offers that day!!!  
Dress for success!

Bellevue Goodwill Career Solutions  
7663 US Highway 70 S  
Nashville, TN 37221  
(NEXT TO HOME DEPOT)  
Phone: 615-981-8800

 **Career Solutions.**  
*Our mission is changing lives.*



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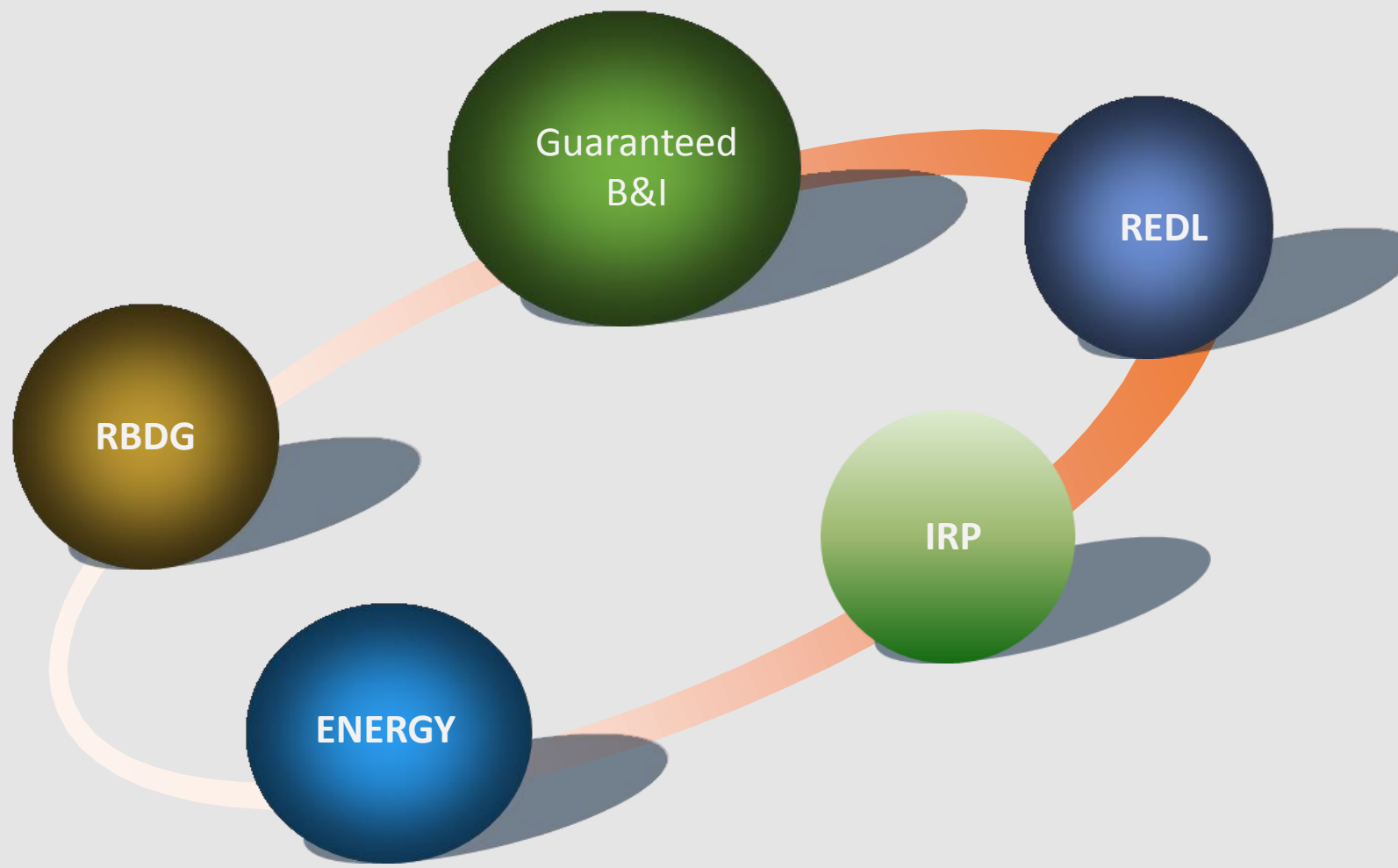
Rural Development

## BUSINESS PROGRAMS

*“Committed to helping improve the economy and quality of life in rural America”*



## Business Programs





## **GUARANTEED B&I PROGRAM**

- The primary purpose is to create and maintain employment and improve the economic climate in rural communities.
- This is achieved by expanding the lending capability of private lenders in rural areas, helping them make and service quality loans that provide lasting community benefits.
- This program represents a true private–public partnership.

### **General Requirements**

- Population <50,000
- Guarantee 60–80%
- 3% Guarantee Fee
- 0.5% Renewal Fee
- Maximum of \$25 million per borrower
- Generally <\$10 million



## ELIGIBLE ENTITIES

- |  |  |
|--|--|
| <ul style="list-style-type: none"><li>• Cooperative</li><li>• Partnership</li><li>• Profit/Nonprofit</li><li>• Corporation</li><li>• Individuals</li><li>• Indian Tribes</li></ul> | <ul style="list-style-type: none"><li>• Municipality</li><li>• County</li><li>• Federally recognized tribal group</li><li>• Trust</li><li>• Other political subdivision of a State</li></ul> |
|--|--|



## FUNDS USAGE

- Working Capital
- Machinery
- Equipment
- Buildings
- Real Estate
- Certain types of debt refinancing



## AUTHORIZED LENDERS

Federal/State Banks

Credit Unions

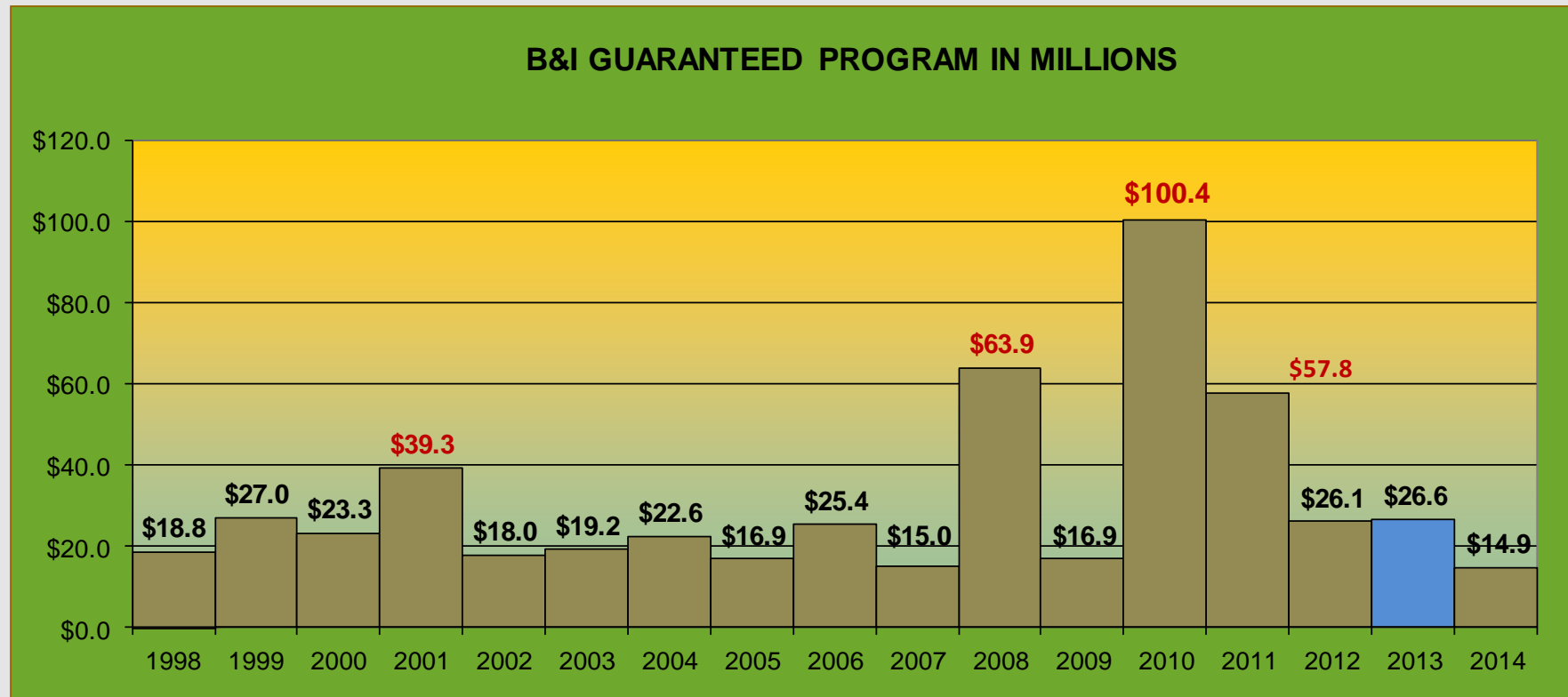
Insurance Companies

Savings and Loan

Farm Credit Banks



## Fiscal Year Obligations in Tennessee FY1998–FY2014





## Ashland Heights, LP



2013 –Rural Development assisted Ashland Heights, LP with a \$9.3 million loan for the construction of an 80 unit assisted living facility in Cheatham County, scheduled to open Summer of 2015.





## Carrick Glen Senior Living, LLC

2010- Rural Development assisted Carrick Glen with a \$4.8 million loan for the construction of an assisted living facility in Wilson County.

2015- Assisted with a \$10 million refinance and expansion loan.





## Turkey Run Hotel Partners, LLC

2012– Rural  
Development assisted  
Turkey Run Hotel  
Partners, LLC with a  
\$9.6 million loan for the  
construction of a 123  
unit Hampton Inn in  
Sevier County.





## Hollywood Wax Museum



2011– Rural Development assisted with a \$8 million loan for the construction of an entertainment attraction in Sevier County. The business was founded in Hollywood, CA in 1965.



## Titanic Tennessee, LLC



*2008– Rural  
Development assisted  
Titanic Tennessee  
with a \$19.5 million  
loan for the  
construction of an  
entertainment venue  
in Sevier County.*





## United Entertainment Corp



2007– Rural Development assisted the business with \$4.5 in funds for the construction of a theatre in Bradley County. In 2010 Rural Development assisted with a second loan of \$1.7 for an expansion of the theatre.



## Abilene Fontaine Apartments, LTD



2012– Rural Development assisted with a \$1.3 million loan for the refinance of a commercial facility, housing an automotive repair business in Maury County.



## RURAL BUSINESS DEVELOPMENT GRANTS

- The purpose of the RBDG program is to support the development of small and emerging business enterprises in rural areas, creating or saving jobs. Grants are made to eligible entities located in rural areas for use in funding various business opportunity and business enterprise projects that primarily serve rural areas
- Grant funds do not go directly to the business.
- 2 Components (Business Enterprise and Business Opportunity)



## ELIGIBLE ENTITIES

- RBDG grants may be made to public bodies and nonprofit corporations serving rural areas.
- Public bodies include States, counties, cities, townships and incorporated town and villages, borough, authorities, districts, education institutions organized under State and Federal laws;
- and Indian tribes on Federal and State reservations and other Federally recognized Indian Tribal groups





## PROJECT ELIGIBILITY

Grant funds may be used for projects identified as either business opportunity type grants or business enterprise type grants.

- For **business opportunity grants**, the project must have a reasonable prospect that the project will result in the economic development of a rural area;
- for **business enterprise grants**, the project must have a reasonable prospect that it will result in the development or financing of small and emerging private and/or non-profit business enterprises. The small business receiving assistance must meet the definition contained in 4284.103.



## TYPES OF ELIGIBLE PROJECTS

### Business Opportunity Projects

- Feasibility and Business Plan Studies;
- Train and provide technical assistance to existing or prospective rural entrepreneurs and Managers;
- Establish business support centers and otherwise assist in the creation of new rural businesses;
- Conduct local community or multi-county economic development planning;
- Conduct leadership development training of existing or prospective adult rural Entrepreneurs and managers;
- Establish centers for training, technology and trade that will provide training to rural businesses in the utilization of interactive communications technologies to

### Business Enterprise Projects

- Acquisition and development of land, easements and rights –of– ways
- Construction, conversion, enlargement, repairs or modernization of buildings, plants, machinery, equipment, access streets and roads, parking areas, utilities, and pollution control and abatement facilities.
- Loans for startup operating cost and working capital (RLF only);
- Reasonable fees and charges for professional services necessary for the planning and development of the project including packaging.
- Establish a revolving loan fund to provide financial assistance to third parties through a loan; And;
- Establishment, expansion, and operation of rural distance learning networks



## Cumberland University Culinary Kitchen



Lebanon, Tennessee



## Farmer's Market



Gallatin, Tennessee





## City of Tullahoma



Grant Funds used for Micro – Revolving Loan Fund



## **RURAL ECONOMIC DEVELOPMENT LOAN & GRANT PROGRAM**

- Provide zero-interest loans & grants to electric utilities and municipalities financed by the Rural Utilities Service to promote sustainable rural economic development and job creation projects.



## What does this program do?

The Rural Economic Development Loan (REDL) and Grant (REDG) programs support local utility organizations. Under the RED Loan program, USDA provides zero interest loans to local utility organizations, which they, in turn, pass through to local businesses (ultimate recipients) for projects in rural areas. The ultimate recipients repay the lending utility directly. The utility organization then repays the USDA.

Under the RED Grant program, USDA provides grant funds to local utility organizations to establish revolving loan funds (RLF). Loans are made from the revolving loan fund to local businesses for rural jobs. When the revolving loan fund is terminated, the grant is repaid to the USDA.



## How much funding is available to intermediaries?

- Up to **\$300,000** in grants may be requested for establishment of the RLF
- Up to \$1 million in loans may be requested
- Currently applications are being considered on a monthly basis
- The intermediary applies to USDA for funding support on behalf of specified local projects.

## Terms

Up to 10 years at 0%

Loans require 20% match from either the Intermediary or the Ultimate Recipient

Grants require 20% match from the intermediary

Grant funds must be repaid to USDA upon termination of the RLF



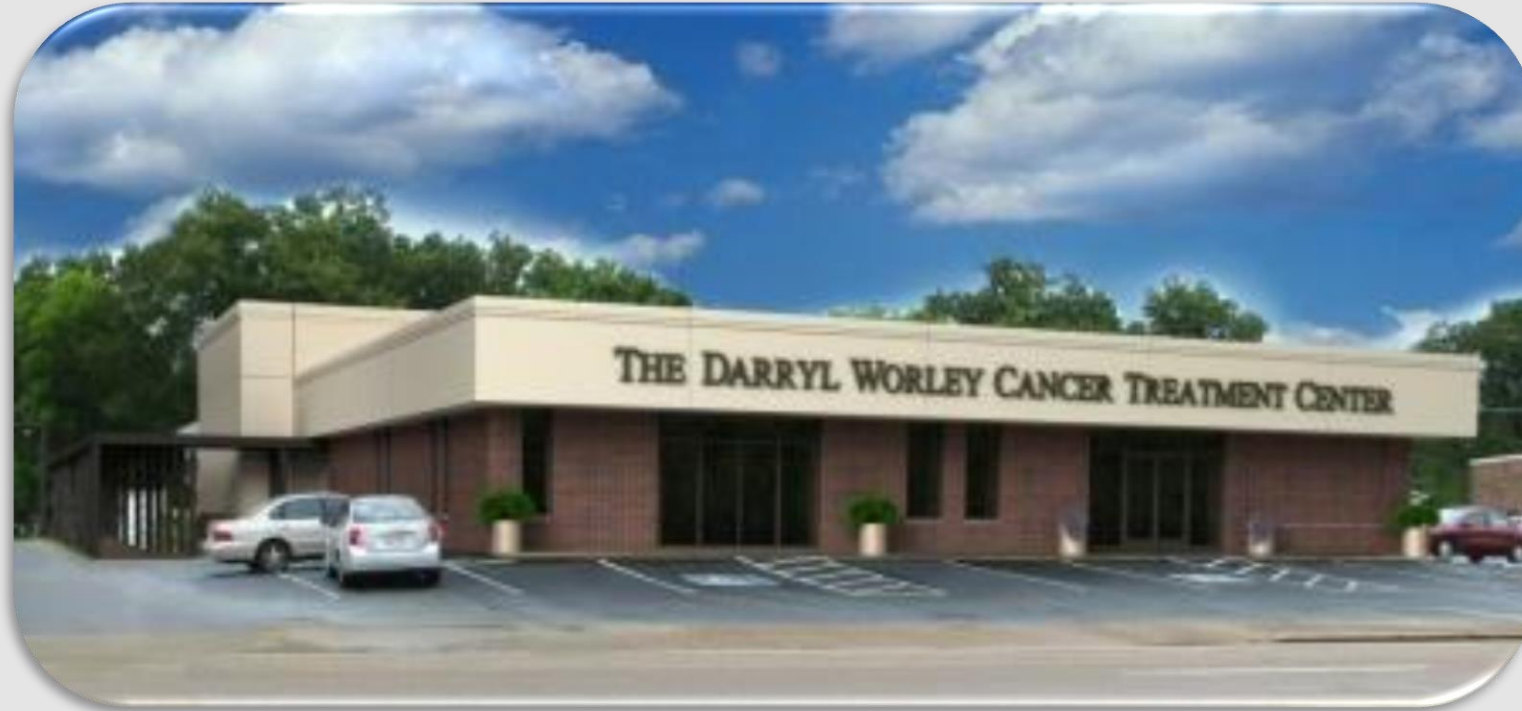


## TYPE OF ELGIBLE PROJECTS

- Business incubators
- Community development assistance to nonprofits and public bodies (particularly job creation or enhancement)
- Facilities and equipment for education and training for rural residents to facilitate economic development
- Facilities and equipment for medical care to rural residents
- Start-up venture costs, including, but not limited to financing fixed assets such as real estate, buildings (new or existing), equipment, or working capital
- Business expansion
- Technical assistance



## Tennessee Valley Electric Cooperative



Hardin County Medical Center–Ultimate Recipient  
Savannah, Tennessee



Caney Fork Electric Membership Cooperative, Inc.



Southern Manufacturing Group, LLC–Ultimate Recipient  
Morrison, Tennessee



## Gibson Electric Membership Corporation



**Henry County Development Board–Ultimate Recipient\***

\*Industrial Development Board received a loan to construct a spec building in the Industrial Park located next to the airport, which is currently being leased to Sky Kits. Sky Kits purchases, assembles and sells small air planes.



## INTERMEDIARY RELENDING PROGRAM

- To finance business facilities and community development projects in rural areas.
- Intermediaries re-lend funds to ultimate recipients for business facilities or community development.
- Intermediaries establish revolving loan funds so collections from loans made to ultimate recipients in excess of necessary operating expense and debt payments will be used for more loans to ultimate recipients.

### Ultimate Recipients

- May be private or public organizations or individuals
- 51 percent of the owners or members must be United States citizens or admitted for permanent residency.
- Must be unable to obtain the proposed loan elsewhere at reasonable rates and terms.
- Project must be located in a rural area with a population of 25,000 or less (applies to loans made prior to 2/2014. New loans must be located in rural area with a population of 50,000 or less)





## Caney Fork Electric Membership Cooperative, Inc.



Regal Kitchen Crafts–Ultimate Recipient  
Smithville, Tennessee



## 9007 Energy Program

- RE Grants \$2,500 to \$500,000
- EE Grants \$1,500 to \$250,000
- Grants up to 25% of total eligible project cost
- Small Businesses & Agricultural Producers
- Purchase of RE Equipment or to make EE Improvements
- Applications are accepted year round

### Eligible Purposes

- Eligible costs include renewable energy equipment, energy efficient improvements, site preparation, permits, license fees, professional service fees.
- All expenses covered have to be post application date
- Businesses must be located in a rural area, population 50, 000 and less
- Ag Producers may be located in rural or urban areas

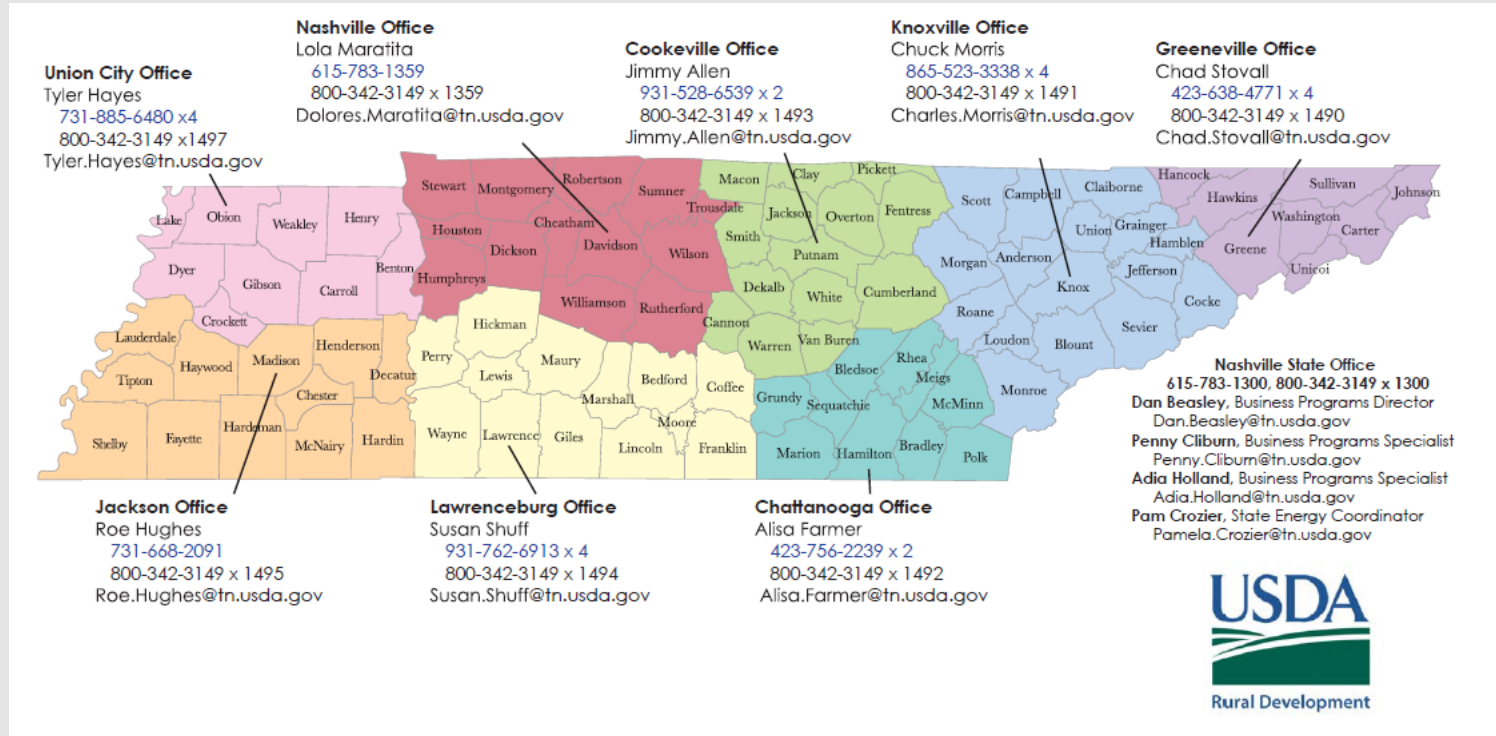




Wampler's Sausage



Renewable Energy Project—Installation of 500kW Photovoltaic Panels  
Lenoir City, Tennessee



# ACCESS TO SUPPORT & CAPITAL: STATE & OTHER INCENTIVES

## Incentives are important

- Everyone wants some
- Everyone's got them

## 3 Tiers of incentives:

- State
- County (Abatements; cannot remove local school obligation)
- Local/City (PILOT on program personal & property taxes; to use, terms should be drawn up)

## State Incentives (2 Kinds)

- Running infrastructure to property
- Fast Track Program (Manufacturing)
  - Must create 25 new jobs or \$500,000 in C.I.
  - Training (to company)
  - Infrastructure grant (to jurisdictions IDB)
  - ED Fund – upgrade existing buildings (either)
    - Terms applies to any investment
- (State) Adventure Tourism
  - Tax credit to tourism related businesses creating 13 new jobs (FTE) & C.I.
  - Program enrollment through County



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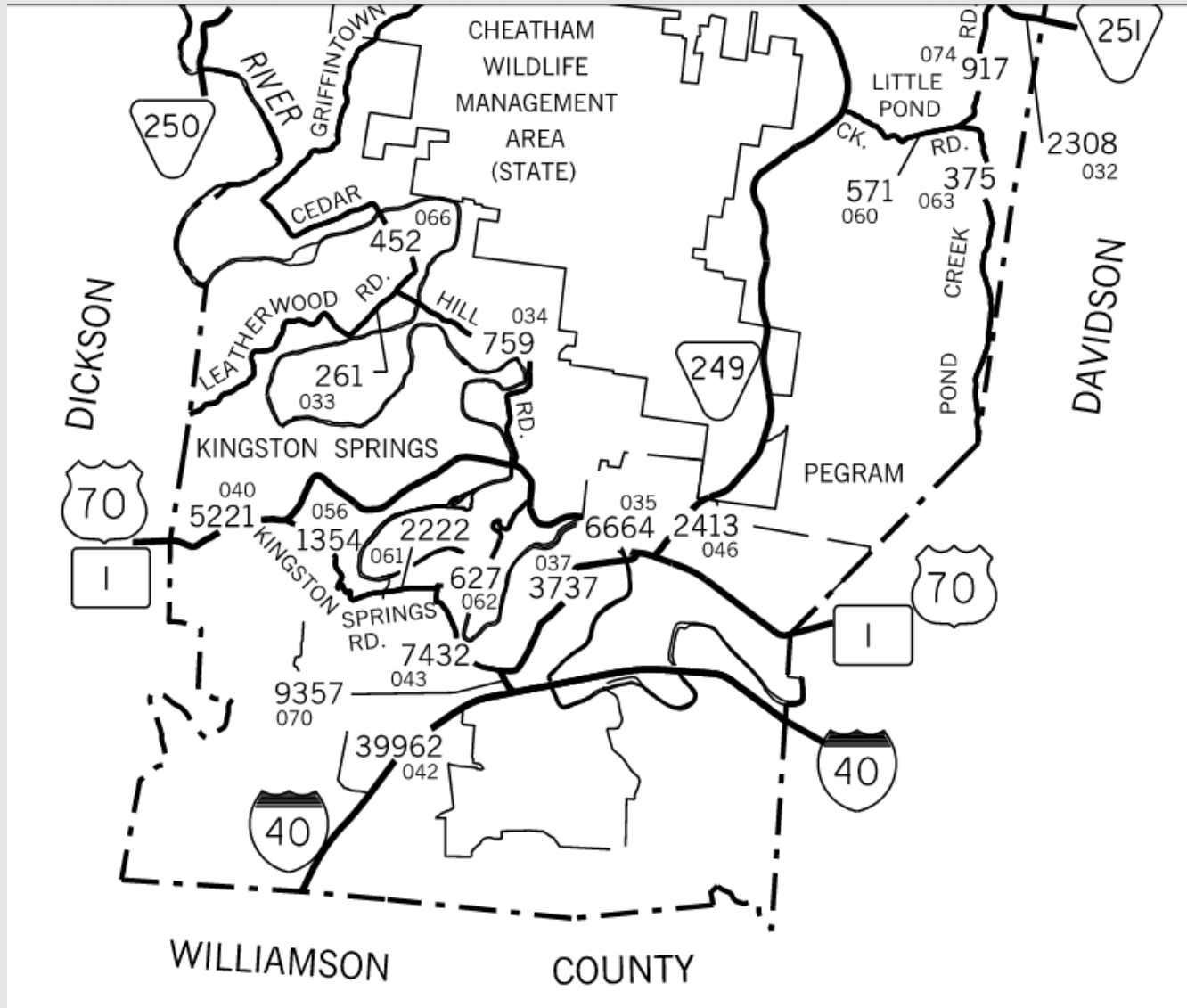
# SPONSORS



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# AREA UPDATE: ROAD COUNTS



## Local Arterial

- W. Kingston Springs Rd. (DG) 7,432
- W. Kingston Springs Rd. (Downtown) 1,354
- E. Kingston Springs Rd. 3,737
- Luyben Hills Rd. 9,357

## Highways

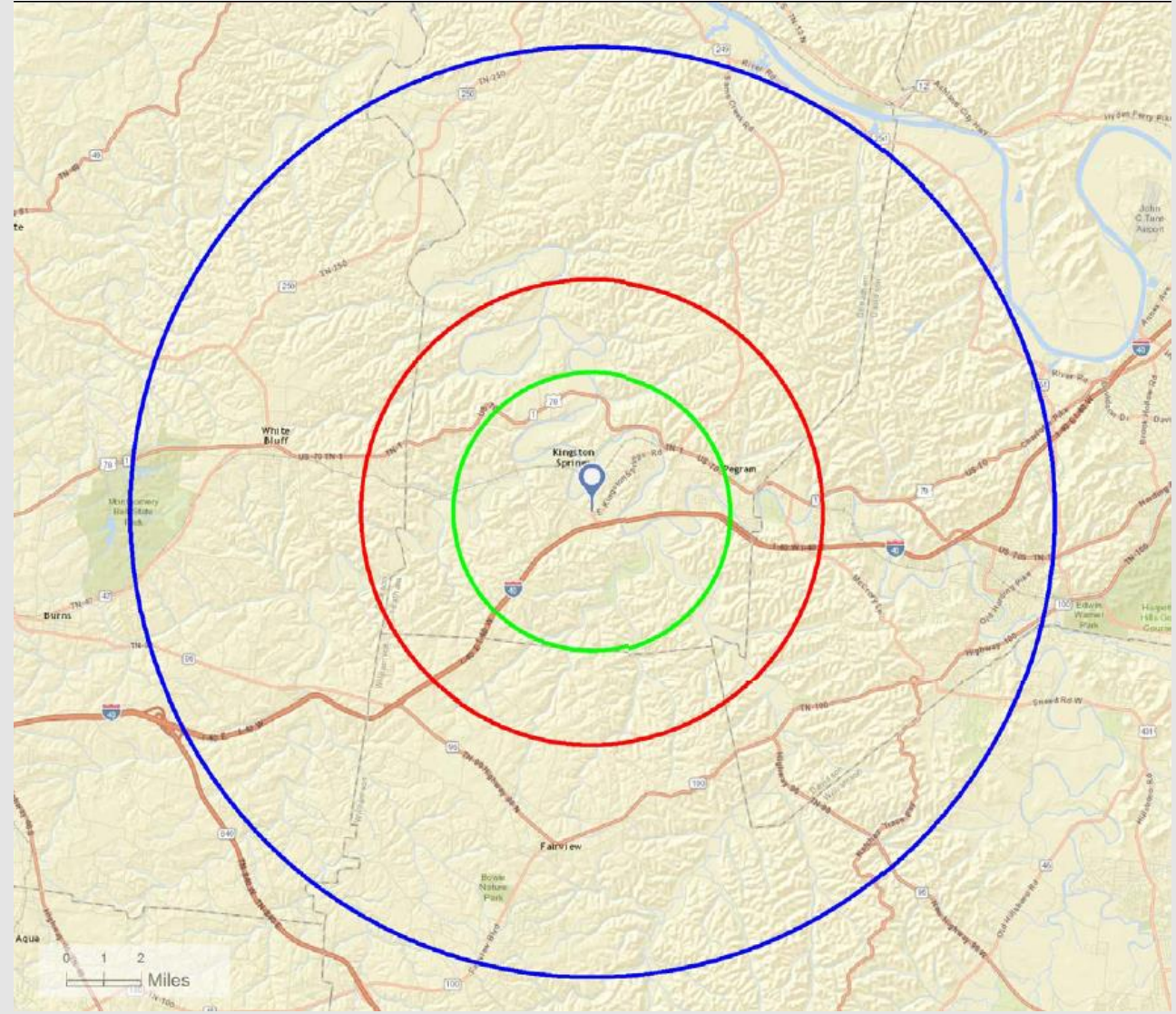
- I-40 39,962
- S.R. 70 East 6,664
- S.R. 70 West 5,221



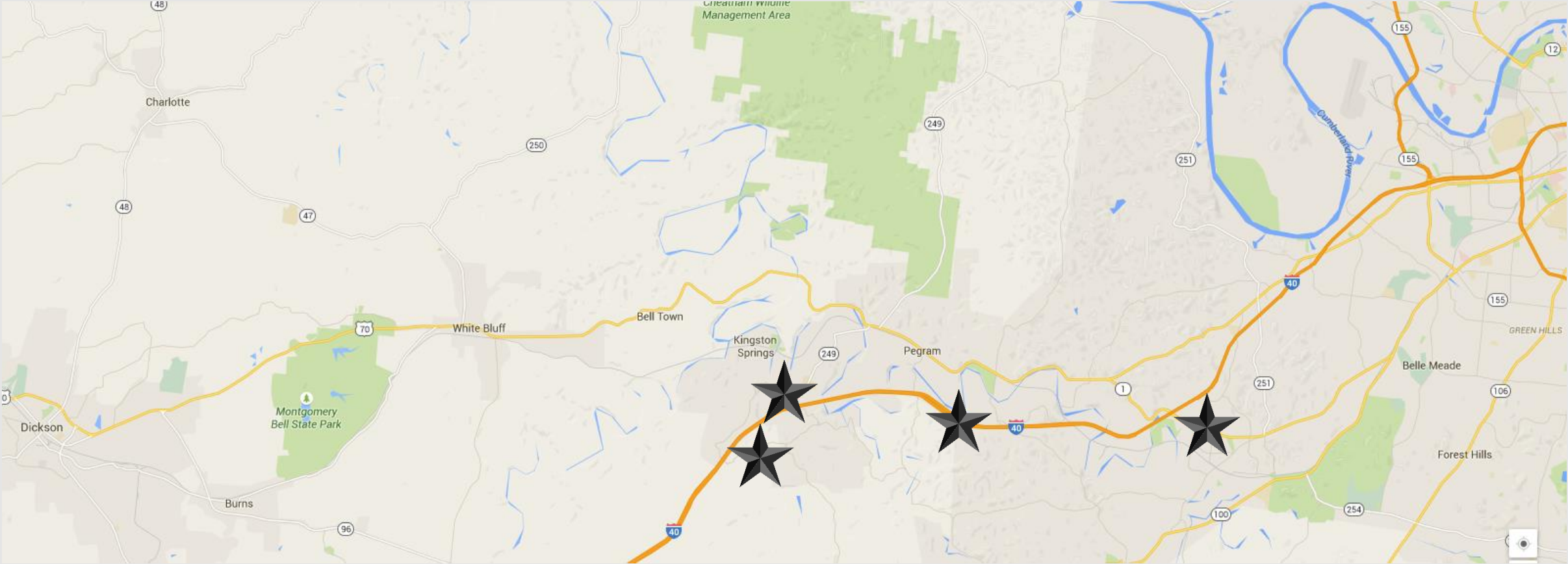
# AREA UPDATE: ESRI

Within jurisdictional limits	2,771	(2013)
Within 5 miles	5,922	(2015)
Within 10 miles	11,030	(2015)
Within 15 miles	66,766	(2015)

- 0.82% annual growth rate
- Projected 1.05% annual growth rate from CY 2015-2020



# AREA UPDATE: PLANNED DEVELOPMENT



**Proposed Subdivision**

**Senior Apartments**

**McCrary Ln.**

**Bellevue**

**Dollar General**

**Stuff-It-Inn**



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# FEEDBACK



- Thank you for attending!
- Comment cards
- Materials & email list
- Any thoughts or questions?