

**MOUNT AIRY, NORTH CAROLINA**  
**CLOSED SESSION**  
**September 2, 2021**

**MEMBERS PRESENT:** Mayor Ron Niland, Commissioners Jon Cawley, Tom Koch, Marie Wood, and Steve Yokeley

**OTHERS PRESENT:** Todd Tucker and Martin Collins

**APPROVAL OF AGENDA:**

On motion by Commissioner Wood and passed unanimously, the agenda was approved.

**CLOSED SESSION:**

**a) Pursuant to NCGS 143-318.11(a)(4) Economic Development**

Todd Tucker mentioned that there are two developers interested in the 3.55 acre site at Piedmont Triad West Corporate Park. They have interest in developing a small multitenant spec building in the range of 10,000-15,000 square feet. The site is listed for sale at \$156,816.

The first developer is Piedmont Group out of Hickory, NC. They propose to construct a building in the range of 10,000-15,000 sf expandable by another 5,000-10,000 sf. They are requesting the City gift them the land as well as forgive the water and sewer taps.

The second developer is BayFront Development out of Pilot Mountain, NC. Their offer is an option on the site for 270 days for due diligence and marketing. At the end of that period, they would purchase the site for \$46,150. They propose to construct a 10,000-15,000 sf building with the ability to expand another 5,000-10,000 sf. During the 270 day period, the City can still market the site and sell it should an offer come in, BayFront Development will be notified.

Mayor Niland stated he thinks city should retain the right if it changes hands, city gets \$121,000 back.

Jon Cawley ask is there any chance of Piedmont purchase the 6-acre site and make the 3 acre site a part of that deal. I would like for Bayfront to pay more on backend.

Mayor Niland stated Bayfront pay certain dollar amount up front and when building is sold the city gets certain amount on backend. Stated build spec building and sell.

Commissioner Marie Wood stated she likes idea of getting \$40,000 up front and then seeing what we can get on backend.

Commissioner Steve Yokeley states I would like to get our \$121,000 out of it. Said we need to start looking at building a shell building.

Todd Tucker stated we need to start at \$50,000 and expand to \$75,000 at the 6-acre site. On the Bayfront option, we can ask for \$40,000 on front end and to get up to \$121,000 on the back end.

Mayor Niland stated come back with proposal and began work on the 6-acre site. Give 8 years (if leased) to get the full \$121,000.

Consensus: Todd Tucker is to bring back a proposal to the Board and begin looking at working on the 6-acre site.

**ECONOMIC DEVELOPMENT UPDATES:**

Todd Tucker –Updates: Sonic is under contract, another fast food restaurant. Sagebrush is under contract. Burke sold both buildings downtown. Frank Fleming bought old Winn Dixie building and is going to put in an Auto Body Shop.

**b) Pursuant to NCGS 143-318.11(a)(6) Personnel:**

The Board discussed a personnel issue relating to the City Manager.

**OPEN SESSION:**

**On motion by Commissioner Koch and passed unanimously, the board entered back into open session.**

**These minutes are sealed until the transaction consummates or terminates.**

Approved and adopted this the 3<sup>rd</sup> day of February, 2022.

CLOSED SESSION