



August 6, 2013 9:00 am

1. Call to Order by Mayor Joe Brannen
2. Invocation and Pledge of Allegiance by Mayor Pro Tem Will Britt
3. Recognitions/Public Presentations
 - A) Conor Baker is being awarded the Statesboro Fire Department Medal of Achievement for his efforts in a National Firefighting Skills Competition in which he placed 12th overall
4. Public Comments (Agenda Item):
5. Consideration of a Motion to approve the Consent Agenda
 - A) Approval of Minutes
 - a) 07-16-2013 Council Minutes
 - B) Consideration of a Motion to approve **Resolution 2013-26**: A Resolution Approving the Uncollectable Personal Property Tax Bill List for 2012.
 - C) Consideration of a Motion to approve "Vehicle for Hire"
 - a) Spells Taxi Service – Deborah Cranfill (Driver)
 - D) Notification of alcohol license application:
 - a) Licensee: Lan Doan
DBA: Orchid's Asian Restaurant
Location: 1525 Fair Road
Type of Alcohol License: Pouring – Beer & Wine
Type of Business: Restaurant
 - b) Licensee: Ramiro Melendez
DBA: El Jalapeno
Location: 711 South Main Street
Type of Alcohol: Pouring – Beer, Wine & Liquor
Type of Business: Restaurant
 - E) Consideration of a motion for the surplus and disposal of six (6) solid waste trailers in the Solid Waste Disposal Division:
 - a) 2007 East refuse trailer (#9294)
 - b) 2008 East refuse trailer (#2840)
 - c) 2008 East refuse trailer (#2841)
 - d) 2009 East refuse trailer (#3898)
 - e) 2009 East refuse trailer (#3899)
 - f) 2009 East refuse trailer (#3900)

F) Consideration of a Motion to call a Public Hearing for August 29, 2013 at 4:00 p.m. in the Council Chambers at City Hall on the proposed 2013 Calendar Year Ad Valorem (Property) Tax Millage Rate of 6.358 for the City of Statesboro.

G) Consideration of a motion to approve the Police Department to dispose of city property through electronic means specifically:

a) One Ford Crown Vic Police Cruiser 2FAFP71W1X125339

b) Six Ford Crown Vic Police Cruisers to sell for scrap metal specifically:

2FAFP71W84X124676

2FAFP71W94X124671

2FAFP71W06X138204

2FAFP71W83X198266

2FAFP71W04X124669

2FAFP71WX6X138209

6. A Public Hearing and Consideration of a Motion to approve the following:

A) APPLICATION # RZ 13-04-02: Greg Parker, Drayton Parker, LLC, requests a zoning map amendment pursuant to the Statesboro Zoning Ordinance from R-15 (Single Family Residential) District to CR (Commercial Retail) District for property located at 104 Catherine Avenue (Tax Parcel Number S44000001 000).

B) APPLICATION # RZ 13-04-03: Greg Parker, Drayton Parker, LLC, requests a zoning map amendment pursuant to the Statesboro Zoning Ordinance from R-15 (Single Family Residential) District to CR (Commercial Retail) District for property located at 300 Catherine Avenue (Tax Parcel Number S44000044 000).

C) APPLICATION # RZ 13-04-04: Greg Parker, Drayton Parker, LLC, requests a zoning map amendment pursuant to the Statesboro Zoning Ordinance from R-15 (Single Family Residential) District to CR (Commercial Retail) District for property located at northeast corner of Herty Drive @ Fair Road (Tax Parcel Number S44000045 000).

7. A Public Hearing and Consideration of a Motion to approve the following:

A) APPLICATION # SE 13-03-03: Venus Mack requests a special exception be granted pursuant to the Statesboro Zoning Ordinance to allow the operation of a hair salon in the R-20 (Single-Family Residential) District for property located at 316 Fletcher Drive (Tax Parcel Number S35000009 000).

8. Consideration of a Motion to authorize the Mayor to execute a contract for Retail Strategies for purposes of retail research and recruitment and expansion data. Such contract to be for a 3 year term of engagement at \$36,000 for year 1 and \$18,000 each for years 2 and 3.

9. Consideration of Motion to Approve Award of Contract to Preferred Site Construction (PSC), LLC in the amount of \$142,075.00 to construct a sidewalk on Gentilly Road between Fair Road and East Jones Avenue. The Gentilly Road Sidewalk Project is to be funded by 2007 SPLOST.
10. Consideration of a Motion to approve the Sole Source Vendor, Dell, in the amount of \$26,311.79 for the network storage server.
11. Public Hearing and Consideration of a Motion to consider the abandonment of an unimproved City alley located between Donehoo Street and Granade Street
12. Consideration of a Motion to award a construction contract to Pearce Building Systems for phase I of the Fire Department's renovation project on West Grady Street in the amount of \$459,829.00.
13. Other Business from City Council
14. Public Comments (General)
 - A) Mr. Bill Thomas request to address to Council
15. Consideration of a Motion to enter into Executive Session to discuss "Potential Litigation and Personnel Matters " in accordance with **O.C.G.A. §50-14-3 (2012)**
16. Consideration of a Motion to Adjourn



**CITY OF STATESBORO
CITY COUNCIL MINUTES
July 16, 2013**

A regular meeting of the Statesboro City Council was held on July 16, 2013 at 6:00 pm in the Council Chambers at City Hall. Present were Mayor Joe R. Brannen, Council Members Phil Boyum, John Riggs, Gary Lewis and Travis Chance. Also present were City Manager Frank Parker, City Clerk Sue Starling, City Attorney Alvin Leaphart, Senior Assistant City Engineer Jason Boyles and Director of Community Development Mandi Cody. Absent was Mayor Pro Tem Will Britt.

The meeting was called to order by Mayor Joe Brannen
The Invocation and Pledge of Allegiance was led by Councilman Travis Chance.

Recognitions/Public Presentations: None

Public Comments (Agenda Item): None

Consideration of a Motion to approve the Consent Agenda

- A) Approval of Minutes**
 - a) 07-02-2013 Council Minutes**

- B) Notification of alcohol license application:**
 - a) Licensee: Joseph F. Cason Jr.**
DBA: The Blue Bean Bistro LLC
Location: 721 South Main Street Bldg 2 Suite 8
Type of Alcohol License: Pouring – Beer & Wine
Type of Business: Restaurant

- C) Consideration of a Motion to approve “Vehicle for Hire”**
 - a) Boro D.D. LLC – Richard Johnson (Driver)**

Councilman Chance made a motion, seconded by Councilman Riggs to approve the consent agenda in its entirety. Councilman Boyum, Riggs, Lewis and Chance voted in favor of the motion. The motion carries by a 4-0 vote.

Public Hearing and Consideration of a Motion to approve the following:

- A) APPLICATION # SE 13-03-03: Venus Mack requests a special exception be granted pursuant to the *Statesboro Zoning Ordinance* to allow the operation of a hair salon in the R-20 (Single-Family Residential) District for property located at 316 Fletcher Drive (Tax Parcel Number S35000009 000).**

Director of Community Planning Mandi Cody stated the request, if granted, would be for the applicant only and could not be transferred. The applicant, Venus Mack, who resides at 10 Packinghouse Apt 607 spoke in favor of the request. Roosevelt Love who also resides on Fletcher Drive spoke in favor of the request. Leo Sable of 300 Fletcher Drive, Randall Wire of 110 Ladd Circle and Frank McGibony of 105 Christie Lane spoke against the request.

Councilman Boyum asked if the neighborhood citizens would be interested in meeting with the applicant to discuss a compromise before the next Council meeting. Both parties agreed to meet at the next Homeowners Association meeting.

Councilman Boyum made a motion, seconded by Councilman Lewis to table this item until the next Council meeting. Councilman Boyum, Riggs, Lewis and Chance voted in favor of the motion. The motion carries by a 4-0 vote.

Public Hearing and Consideration of a Motion to approve the following:

- A) **APPLICATION # RZ 13-04-02:** Greg Parker, Drayton Parker, LLC, requests a zoning map amendment pursuant to the Statesboro Zoning Ordinance from R-15 (Single Family Residential) District to CR (Commercial Retail) District for property located at 104 Catherine Avenue (Tax Parcel Number S44000001 000).

APPLICATION # RZ 13-04-03: Greg Parker, Drayton Parker, LLC, requests a zoning map amendment pursuant to the Statesboro Zoning Ordinance from R-15 (Single Family Residential) District to CR (Commercial Retail) District for property located at 300 Catherine Avenue (Tax Parcel Number S44000044 000).

APPLICATION # RZ 13-04-04: Greg Parker, Drayton Parker, LLC, requests a zoning map amendment pursuant to the Statesboro Zoning Ordinance from R-15 (Single Family Residential) District to CR (Commercial Retail) District for property located at northeast corner of Herty Drive @ Fair Road (Tax Parcel Number S44000045 000)

Director of Community Development Mandi Cody stated if Council approves the request, the 3 pieces of property would be as one motion along with conditions recommended by staff. Rusty Windsor of Thomas and Hutton representing Greg Parker spoke in favor of the request. Laura Marsh of Franklin and Taulbee spoke in favor of the request on behalf of the property owner. Richard and Janet Johnson of 300 Catherine Avenue spoke in favor of the request. Ray Fry who resides at 208 Wendwood Drive along with Del Presley of 106 E. Edgewood Drive spoke against the request. Joann Newland was concerned about what it would do to the other gas stations down the street. Craig Kellogg of 113 Herty Drive, Barbara Martin of 301 Marvin Avenue and June Weaver of 302 Catherine Avenue all spoke against the request. Councilman Riggs stated he would vote no on the request because the majority of his constituents were not in favor of the request.

Councilman Chance asked if the homeowners would meet with the applicants to discuss a compromise or agreement before the next Council meeting. Most of the citizens stated they were not interested in negotiations.

Councilman Chance made a motion, seconded by Councilman Lewis to table the item until the next Council meeting. Councilman Boyum, Lewis and Chance voted in favor of the motion. Councilman Riggs voted against the motion. The motion carries by a 3-1 vote.

Councilman Travis Chance left the meeting and did not return.

Consideration of a Motion to approve Resolution 2013-25: A Resolution Allocating Excise Tax on Rooms, Lodging and Accommodations.

Councilman Boyum made a motion, seconded by Councilman Riggs to approve Resolution 2013-25: A Resolution Allocating Excise Tax on Rooms, Lodging and Accommodations. Councilman Boyum, Riggs and Lewis voted in favor of the motion. The motion carries by a 3-0 vote.

Consideration of a Motion to Authorize the Mayor to execute a contract for services with the Statesboro Arts Council, Inc. to market downtown Statesboro by operating and managing the Averitt Center for the Arts, using proceeds from the Hotel/Motel Tax

Councilman Boyum made a motion, seconded by Councilman Riggs to Authorize the Mayor to execute a contract for services with the Statesboro Arts Council, Inc. to market downtown Statesboro by operating and managing the Averitt Center for the Arts, using proceeds from the Hotel/Motel Tax. Councilman Boyum, Riggs and Lewis voted in favor of the motion. The motion carries by a 3-0 vote.

Public Hearing and Consideration of a Motion to Authorize the Mayor to execute a contract for services with the Downtown Statesboro Development Authority/Main Street to market downtown Statesboro, using proceeds from the Hotel/Motel Tax

Councilman Boyum made a motion, seconded by Councilman Riggs to Authorize the Mayor to execute a contract for services with the Downtown Statesboro Development Authority/Main Street to market downtown Statesboro, using proceeds from the Hotel/Motel Tax. Councilman Boyum, Riggs and Lewis voted in favor of the motion. The motion carries by a 3-0 vote.

Public Hearing and Consideration of a Motion to Authorize the Mayor to execute a contract for services with the Statesboro Convention and Visitors Bureau, Inc. to market Statesboro and Bulloch County, using proceeds from the Hotel/Motel Tax

Councilman Boyum made a motion, seconded by Councilman Riggs to Authorize the Mayor to execute a contract for services with the Statesboro Convention and Visitors Bureau, Inc. to market Statesboro and Bulloch County, using proceeds from the Hotel/Motel Tax. Councilman Boyum, Riggs and Lewis voted in favor of the motion. The motion carries by a 3-0 vote.

Consideration of a Motion to enter into agreements with Norfolk Southern and Georgia Southern Railway

Director of Water Wastewater Wayne Johnson stated this agreement was needed to get permission to install a new sanitary sewer force main along Mathews Road.

Councilman Riggs made a motion, seconded by Councilman Lewis to approve a Motion to enter into agreements with Norfolk Southern and Georgia Southern Railway. Councilman Boyum, Riggs and Lewis voted in favor of the motion. The motion carries by a 3-0 vote.

Consideration of a motion to approve a pay grade change from a 23L to 24I for Police Department Major Brunson in an effort to bring both FD and PD operation positions in line with current levels of responsibility. This item was not added to the new FY14 Budget.

City Manager Frank Parker stated Scott Brunson had asked for this item to be removed from the agenda. Mr. Parker also asked for the suspension of the pay increases for the Fire Department and a temporary budget amendment to be processed for the FY 2014 Fire Department budget.

Councilman Riggs made a motion, seconded by Councilman Boyum to remove the item from the agenda and to temporarily suspend and amend the FY 2014 Fire Department salary budget. Councilman Boyum, Riggs and Lewis voted in favor of the motion. The motion carries by a 3-0 vote.

Other Business from City Council

Purchasing Agent Darren Prather asked Council to authorize the application of a grant between the Hunter Cattle Company and the City of Statesboro. The City would hold the grant money and disburse fund when requested. Upon Council's approval, the City will submit the grant application and the Mayor will sign a memorandum of understanding (MOU) and a resolution that will be attached to the grant application.

Councilman Boyum made a motion, seconded by Councilman Riggs to approve the grant application and authorize the Mayor to sign the MOU and resolution. Councilman Boyum, Riggs and Lewis voted in favor of the motion. The motion carries by a 3-0 vote.

City Manager Frank Parker stated the Board of Commissioners approved the site work and elevated storage tank for the I-16 project. He also stated he would be bringing to Council some changes to the billing system that will better define the Ordinances in connection with policy and procedures along with recommended changes to other procedures

Public Comments (General)

Bill Thomas spoke to Council concerning what he believed to be an unauthorized decision made by a sworn constitutional officer involving a utility account in the amount of \$6,000.00. Mr. Thomas also stated he would like to see Council get involved in this issue.

Consideration of a Motion to Adjourn

Councilman Riggs made a motion, seconded by Councilman Boyum to adjourn. Councilman Boyum, Riggs and Lewis voted in favor of the motion. The motion carries by a 3-0 vote. The meeting was adjourned at 8:05 pm.

RESOLUTION 2013-26: A RESOLUTION APPROVING THE UNCOLLECTABLE
PERSONAL PROPERTY TAX BILL LIST

WHEREAS, the City of Statesboro relies on the taxation of real and personal property as one of the major sources of revenue to operate the municipal government; and

WHEREAS, the City administers the billing and collection of this tax in-house, including the execution of liens, the collection of delinquent taxes, and the sale of properties should the taxes not be paid; and

WHEREAS, the most difficult property taxes to collect are those levied on personal property where the taxpayer does not have any real property also on the tax digest, as a tax lien on real property attaches to real property in the event of sale or foreclosure, but the personal property alone might be moved out of the city, sold or otherwise disposed of before the City can collect the delinquent amounts; and

WHEREAS, Georgia law and administrative rules of the State Department of Revenue provide criteria for when a city should declare such properties uncollectable, so that they can be removed from the property taxes receivable ledger of the City; and

WHEREAS, the City Clerk and Tax Collector have reviewed all of the delinquent personal property taxes to determine which are capable of being collected, and have provided a list of those they believe under state law to be uncollectable, and the Mayor and City Council have reviewed this list and wish to adopt it as the official list of uncollectable personal property taxes, which removes from the property taxes receivable ledger this tax amount, together with any penalties, interest, and other costs associated with each of these accounts;

NOW THEREFORE, BE IT RESOLVED by the Mayor and City Council of the City of Statesboro, Georgia as follows:

Section 1. The attached list of delinquent personal property tax amounts are hereby found and declared to be uncollectable for one or more of the following statutory reasons:

- a) The statute of limitations had expired per O.C.G.A. 48-3-21-1;
- b) The personal property has changed ownership more than two years ago per O.C.G.A. 9-12-93 and 48-3-22;
- c) The owner cannot be located after a reasonable search per O.C.G.A. 48-3-23;
or
- d) The bill is for less than \$5.00 and more than one year old per O.C.G.A. 48-3-21.1.

Section 2. The attached list of delinquent personal property tax accounts are hereby adopted as the official list of uncollectable personal property taxes and the City Clerk and Tax Collector are hereby authorized and directed to credit and remove those accounts, including any associated penalties, interest, and other costs, from the City's property taxes receivable ledger (tax digest).

Section 3. This Resolution shall be and remain effective from and after its date of adoption.

Adopted this 6th day of August, 2013

CITY OF STATESBORO, GA.

By: Joe R. Brannen, Mayor

Attest: Sue Starling, City Clerk

2012 PERSONAL PROPERTY TAXES TO BE WRITTEN OFF

Tax Year	Account #	Taxpayer	Amount
2011-2012	55701	Joseph P Allen DBA J Allen Enterprises	\$62.07
2012	55841	Baird Properties DBA Portal Financial Services	\$23.81
2010-2011	54326	Bonham, Steve G,	\$84.10
2011-2012	45175	Brix-Con Inc, Steve Standridge	\$219.75
2011-2012	55853	Brown,Kenneth DBA Lily's Café	\$117.86
2011	54213	Campbell,Debbie DBA The Book & Cranny	\$303.69
2012	53458	Cannady,Chad DBA Cotton States Ins	\$44.64
2011	4415	Cowart Iron Works	\$234.30
2012	2966	Haine,John DBA Bulloch Automotive	\$41.75
2011-2012	55695	Harris & Barber Inc	\$62.07
2012	56080	Hedrick,Tiffany DBA Varieties	\$86.39
2011	55682	Hermsmeier, Gary DBA Statesboro Address	\$38.26
2012	56060	Huff,Matthew DBA DOT'S	\$23.81
2011	55450	Ideal Cleaners	\$258.05
2010-2012	55096	Jenkins,Jamey DBA Jenkins Preowned Auto	\$100.77
2012	45360	Jerry's Enterprises DBA Jerry's Minit Mart	\$16.96
2011-2012	54858	KSB Enterprises	\$41.96
2010-2012	55836	Latte Da Coffee Café	\$278.06
2012	54275	Lee,Barbara DBA Designer Fashions	\$23.81
2012	55681	Maiden,Diane DBA Stargaze Tattoo	\$35.81
2012	56129	Mosley,Reginald T, DBA Bunz	\$35.81
2010-2012	53656	N & C Trucking Craige Saxton	\$100.77
2010-2011	45075	Nandi DBA Budget Inn	\$581.71
2012	56053	Nelson,Daron DBA Make Em Smile Cleaning	\$23.81
2012	21065	Odum, Shirley DBA Great Beginnings	\$44.64
2010-2011	55151	Oglesby, Willie DBA The U Lounge	\$193.67
2012	56100	P C Depot	\$35.81
2011-2012	54567	Reklaw Electronics	\$62.07
2012	54419	Sonny's Real Pit Bar B Q	\$171.63
2009-2011	45825	Stewart,George DBA Eagle Car Wash	\$613.61
2012	55085	Story, Lisa DBA K J Pressure Washing	\$23.81
2010-2011	16815	Swim Pro Pools Thomas W Burke	\$1270.58
2011-2012	55824	Vangiller, Bobby DBA Dollar Outlet	\$62.07
2010-2011	55052	Venson,Anthony DBA Venson Lawn	\$125.02
2012	56055	Walker,Willie DBA The N Zone	\$23.81
2010-2011	54880	WD 34 LLC DBA Quick Shine Car Wash	\$181.25
2010-2011	53047	West,Tonisha DBA Inner Beauty Salon	\$125.02
2012	54604	Whiddon,David DBA Mr Omelet	\$41.75
2012	56064	Wittmer,Lawrence DBA Phone Net Sweeps	\$23.81
Total			\$5838.57

CITY OF STATESBORO
P O BOX 348
STATESBORO, GEORGIA 30459
(912) 764-5468
FAX (912) 764-4691

APPLICATION FOR VEHICLE FOR HIRE PERMIT - DRIVER

DATE July 1, 2013

NAME OF BUSINESS Stell's Taxi Service

OWNER OF BUSINESS ML Stell

BUSINESS ADDRESS 139 Morris street

CITY, STATE & ZIP Statesboro GA 30458

BUSINESS TELEPHONE 912-536-6200

NAME OF DRIVER Deborah Cranfill

ALIASES _____

HAVE YOU EVER BEEN ARRESTED? YES _____ NO ☒

SIGNATURE Deborah Cranfill

DATE 7-1-13

Response Body

Registration ID:	GA1371927587978
Applicant Name:	DEBORAH CRANFILL
Applicant Address:	
Applicant Phone No.:	
Applicant email:	
LS TCN:	9133Z07466
Response Type:	STATE RESPONSE
Response Time:	2013-07-23 14:55:09
FBI Number:	
GBI TCN:	32041813089998
SAN:	
RCode:	
RLiteral:	
IDent:	NO GEORGIA CRIMINAL HISTORY IS
Name:	CRANFILL, DEBORAH LYNN
OCA:	
SID:	NoRecord
ORI:	GA923004Z
Reason:	GA Check Only
Agency Name:	CITY OF STATESBORO
Agency Address:	50 East Main Street, Statesboro, GA, 30458
Agency Phone:	(912)764-0625
Response Body:	TYPE:mid LSTCN:9139102155 GBITCN:32041813089998 DATE/TIME:2013-07-23 18:10:11 NAME:CRANFILL, DEBORAH LYNN

SID:NoRecord

OTN:

OCA:

IDENT:NO GEORGIA CRIMINAL HISTORY IS AVAILABLE FOR
THIS REQUEST

Printed:

No

CITY OF STATESBORO, GEORGIA

APPLICATION FOR ALCOHOLIC BEVERAGE LICENSE

DATE OF APPLICATION 7/11/13 NEW ☒ RENEWAL ☐

TYPE OF BUSINESS TO BE OPERATED:

<input type="checkbox"/>	RETAIL BEER & WINE PACKAGED ONLY	\$1,250.00
<input checked="" type="checkbox"/>	RETAIL BEER & WINE BY THE DRINK	\$1,250.00
<input type="checkbox"/>	BEER, WINE & LIQUOR BY DRINK	\$3,750.00
<input type="checkbox"/>	WHOLESALE LICENSE	\$1,000.00
<input type="checkbox"/>	APPLICATION FEE - PACKAGED SALES	\$ 150.00
<input checked="" type="checkbox"/>	APPLICATION FEE - POURING SALES	\$ 150.00

APPLICANTS FULL NAME Lan Doan

OWNERS NAME Lan Doan

DBA (BUSINESS NAME) Orchid's Asian Restaurant

CHECK THE TYPE OF ALCOHOL LICENSE YOU ARE APPLYING FOR:
RESTAURANT ☒ SPORTS RESTAURANT ☐ PRIVATE CLUB ☐ PACKAGE ☐

BUSINESS ADDRESS 1525 Fair Rd Statesboro, GA 30458

BUSINESS MAILING ADDRESS 263 Breck Brannen Ln GA 30461

ARE YOU A CITIZEN OF THE UNITED STATES? ☒ YES ☐ NO

HAVE YOU EVER BEEN ARRESTED FOR ANYTHING? ☐ YES ☒ NO

IF YES, WHEN AND WHY _____

IS THE APPLICANT THE OWNER OF THE BUSINESS? ☒ YES ☐ NO

IF NO, WHAT IS YOUR TITLE IN THE BUSINESS? Owner

HOW MANY PARTNERS, SHAREHOLDERS, ETC. ARE INVOLVED IN THE BUSINESS 0

PLEASE LIST BELOW:

CITY OF STATESBORO, GEORGIA

APPLICATION FOR ALCOHOLIC BEVERAGE LICENSE

DATE OF APPLICATION 7/17/13 NEW ☒ RENEWAL ☐

TYPE OF BUSINESS TO BE OPERATED:

☐ RETAIL BEER & WINE PACKAGED ONLY \$1,250.00
☐ RETAIL BEER & WINE BY THE DRINK \$1,250.00
☒ BEER, WINE & LIQUOR BY DRINK \$3,750.00
☐ WHOLESALE LICENSE \$1,000.00
☐ APPLICATION FEE - PACKAGED SALES \$ 150.00
☒ APPLICATION FEE - POURING SALES \$ 150.00

APPLICANTS FULL NAME El Legend Mexican Foods LLC
El Legend Mexican Restaurant

OWNERS NAME Ramiro Mendoza

DBA (BUSINESS NAME) El Legend Mexican Restaurant

CHECK THE TYPE OF ALCOHOL LICENSE YOU ARE APPLYING FOR:

RESTAURANT ☒ SPORTS RESTAURANT ☐ PRIVATE CLUB ☐ PACKAGE ☐

BUSINESS ADDRESS 711 S. Main St. Statesboro GA

BUSINESS MAILING ADDRESS Same as above

BUSINESS TELEPHONE # _____

ARE YOU A CITIZEN OF THE UNITED STATES? ☒ YES ☐ NO

HAVE YOU EVER BEEN ARRESTED FOR ANYTHING? ☒ YES ☐ NO

IF YES, WHEN AND WHY July 1992 DUI

IS THE APPLICANT THE OWNER OF THE BUSINESS? ☒ YES ☐ NO

IF NO, WHAT IS YOUR TITLE IN THE BUSINESS? Partner

HOW MANY PARTNERS, SHAREHOLDERS, ETC. ARE INVOLVED IN THE BUSINESS 1

PLEASE LIST BELOW:

Ramiro Mendoza _____



City of Statesboro

Engineering Department – Public Works

P.O. Box 348
Statesboro, Georgia 30459

912.764.0681 (Voice)
912.764.7680 (Fax)

MEMORANDUM

To: Frank Parker, City Manager

From: Jason Boyles, Senior Assistant City Engineer

Date: July 30, 2013

Re: Request to Surplus Six Solid Waste Trailers in the Solid Waste Disposal Division

As you are aware last year the City entered into a new transportation agreement with Rackleff Enterprises which included a provision for the contractor to provide the trailers necessary to meet the transportation demand. Since that time the contractor has provided trailers and the City has gradually begun to surplus and dispose of our oldest trailers. Therefore, staff is recommending that the following six trailers be declared surplus at the August 6th, 2013 city council meeting and then sold by electronic auction:

- a.) 2007 East refuse trailer (#9294)
- b.) 2008 East refuse trailer (#2840)
- c.) 2008 East refuse trailer (#2841)
- d.) 2009 East refuse trailer (#3898)
- e.) 2009 East refuse trailer (#3899)
- f.) 2009 East refuse trailer (#3900)

Following the sale of the aforementioned trailers the Solid Waste Disposal Division will still retain a minimum of 2 trailers. These two trailers will be used for transportation of bulk tires for disposal. Staff will continue to evaluate operational and market conditions and gradually list these trailers over time as conditions warrant. Let me know if you need anything further from me on this request.

Cc: Robert Cheshire, PE, City Engineer
Sue Starling, City Clerk
Jeff McCarty, Landfill Superintendent
Darren Prather, Purchasing Director



City of Statesboro – Department of Community Development

P.O. Box 348
Statesboro, Georgia 30458

» (912) 764-0630
» (912) 764-0664 (Fax)

RZ 13-04-02; RZ 13-04-03; AND RZ 13-04-04 ZONING MAP AMENDMENTS 104 CATHERINE AVENUE; 300 CATHERINE AVENUE; AND HERTY DRIVE

LOCATION: 104 Catherine Avenue
300 Catherine Avenue
Herty Drive

REQUEST: Rezone from R15 (Single Family Residential) to CR (Commercial Retail)

APPLICANT: Drayton Parker, LLC

OWNER(S): James M. Hood;
Janet & Richard Johnson;
The Salvation Army Corporation

LAND AREA: .46 acres
.34 acres
.69 acres

PARCEL TAX MAP #s: S44 000001 000
S44 000044 000
S44 000045 000

COUNCIL DISTRICT: 4 (Riggs)



PROPOSAL:

The applicant is requesting to combine and rezone three lots with a combined acreage of a .1.49 acres with existing single family homes located at 104 Catherine Avenue and 300 Catherine Avenue and an undeveloped lot at Herty Drive from R15 (Single Family Residential) District to CR (Commercial Retail) in anticipation of the sale and development as a convenience store. (See **Exhibit A** – Location Map).

SURROUNDING LAND USES/ZONING:

	ZONING:	LAND USE:
NORTH:	R15 (Single Family Residential)	Single Family Homes
SOUTH:	R15 (Single Family Residential)	Single Family Homes, Church
EAST:	R15 (Single Family Residential)	Single Family Homes
WEST	Exempt (Georgia Southern University)	GSU

The subject property is located in mixed use area with a church to the south east of the subject property, Georgia Southern Campus to the west, and single family homes dispersed throughout.

COMPREHENSIVE PLAN:

The subject site lies within the “Established” character area as identified by the City of Statesboro Future Development Map within the *City of Statesboro Comprehensive Plan*. The Established character area is traditionally residential while major corridors support a mix of residential and commercial uses.

Small to mid-size retail and commercial, offices, services, and multi-family residential are all appropriate land uses for properties within the Established character area. Some suggested development and implementation strategies for the area include the following:

- Neighborhood-scale retail and commercial
- Small scale office
- Neighborhood services
- Small lot single family residential
- Garage Apartments

Statesboro Comprehensive Plan, Community Agenda page 14.

As illustrated in the Comprehensive Plan, commercial uses are encouraged on major corridors such as Fair Road (Highway 67). Other recommendations of the Plan are considered in the analysis of this report.

COMMUNITY FACILITIES (EXCEPT TRANSPORTATION):

The subject site is currently served by city services including water, sewer, sanitation, and public safety. No significant impact is expected on community facilities or services as a result of this request.

ENVIRONMENTAL:

The subject property does not contain wetlands and is not located in a special flood hazard area. There is no expected environmental impact associated with this request. Any potential issues will be brought forth and discussed during standard permitting and review procedures.

ANALYSIS:

The .46 acre site and the .34 acre sites are currently zoned R15 (Single Family Residential) and each contain a single family home. The .69 acre lot has experienced habitual parking violations which has become an eyesore. The applicant's request to rezone the properties from R15 (Single Family Residential) to CR (Commercial Retail) would allow for combination with the adjacent properties to be developed as a convenience store.

The request to rezone the subject property should be considered in light of the standards for determination of zoning map amendments given in Section 2007 of the *Statesboro Zoning Ordinance*; the vision and community policies articulated within the city's two (2) primary land use policies: The *Statesboro Comprehensive Plan* and the *2035 Bulloch County/City of Statesboro Long Range Transportation Plan*; and the potential for the property to develop in conformance with the requirements of the proposed CR (Commercial Retail) zoning district for residential uses only as set forth in the *Statesboro Zoning Ordinance*.

Section 2007 of the Statesboro Zoning Ordinance provides eight (8) standards for the Mayor and City Council to consider “in making its determination” regarding a zoning map amendment and “balancing the promotions of the public health, safety, morality (morals), and general welfare against the right of unrestricted use of property.” Those standards are numbered below 1-8. Staff findings regarding some of the factors are given for Council's consideration of the application:

- **Existing uses and zoning of (of) property nearby;**
 - Existing uses and zoning of nearby property are zoned for single family uses.
 - The property is adjacent to commercially zoned and utilized property along Fair Road.
- **The extent to which property values are diminished by the particular zoning restrictions.**
 - Unlikely that the Herty lot will experience residential development given its proximity to a commercial corridor and unusual shape.
- **The extent to which the description of property values of the property owner promotes the health, safety, morals or general welfare of the public.**
- **The relative gain to the public, as compared to the hardship imposed upon the property owner.**
- **The suitability of the subject property for the zoned purposes.**
 - The proposed land use meets the provisions of the *Statesboro Zoning Ordinance* and the *Comprehensive Plan*.
 - Upon combination, the property will meet lot sizes and other regulating standards of the *Statesboro Zoning Ordinance*.

- The length of time the property has been vacant as zoned, considered in the context of land development in the area in the vicinity of the property.
- The extent the proposed change would impact the following: population density in the area; community facilities; living conditions in the area; traffic patterns and congestion; environmental aspects; existing and future land use patterns; property values in adjacent areas;
- Consistency with other governmental land use, transportation, and development plans for the community.

STAFF RECOMMENDATION:

Based on the factors of consideration for zoning map amendments given in Section 2007, *the Comprehensive Plan*, and the *Long Range Transportation Plan*, staff recommends approval of the zoning map amendment requested by application RZ 13-04-02, RZ 13-04-03, and RZ 13-04-04 with the following conditions:

1. The CR zoning shall become effective only upon approval of a combination plat of the three subject parcels.
2. Ingress/Egress access is limited to Highway 67.
3. Hollis Street must be formally abandoned at the developer's expense.

PLANNING COMMISSION RECOMMENDATION:

Planning Commission voted 3-0 to recommend approval of the zoning map amendment requested by RZ 13-04-02, RZ 13-04-03, and RZ 13-04-04 with the following staff recommended conditions enumerated above.

CITY COUNCIL ACTION:

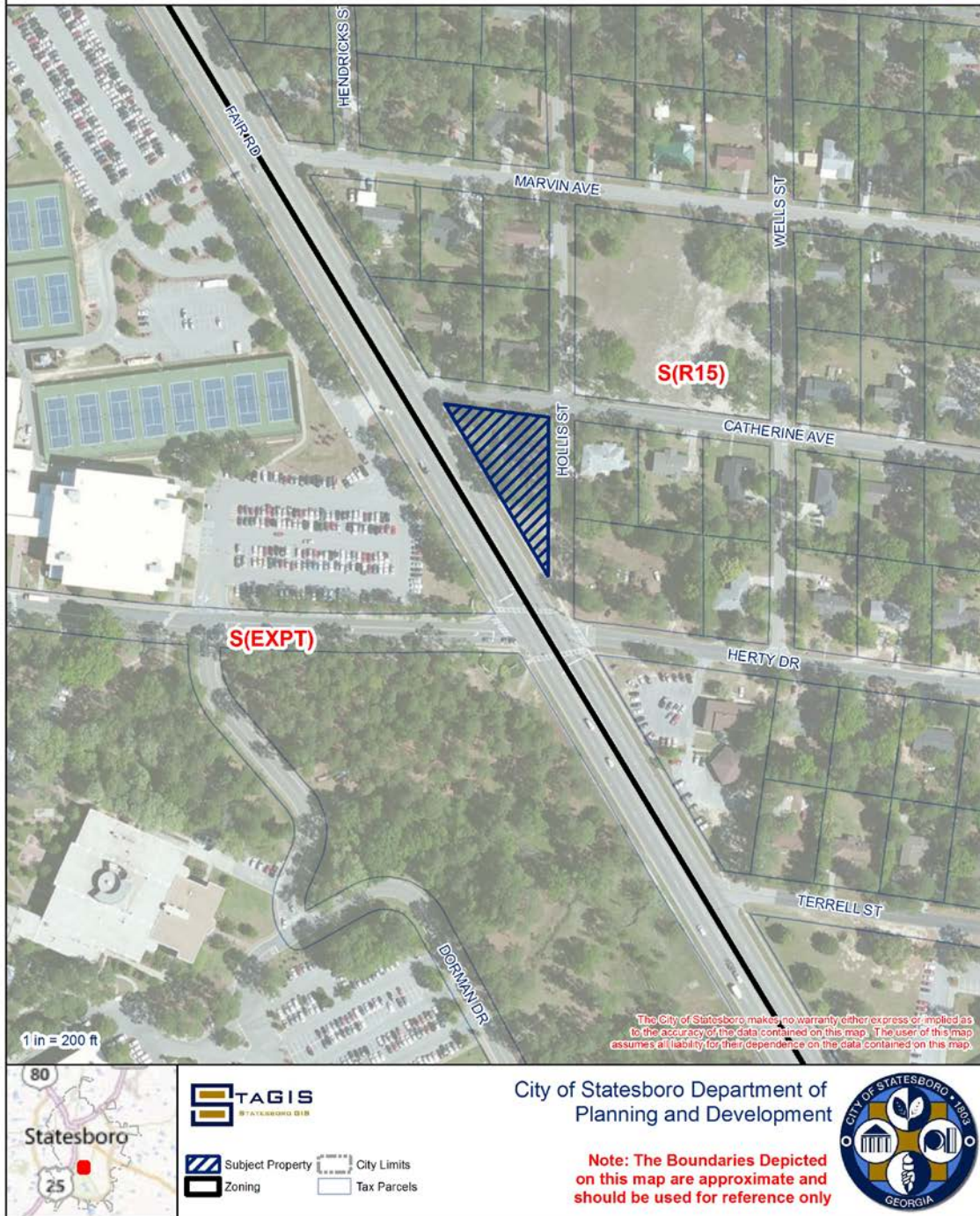
City Council held a public hearing on the applications represented in this staff report at its July 16, 2013 meeting. Speakers both for and against the project were heard. Councilman Chance's motion to table consideration of the application until the next council meeting with the request that the private groups meet to resolve their differences was approved three to one - Councilman Riggs voting in opposition to the motion.

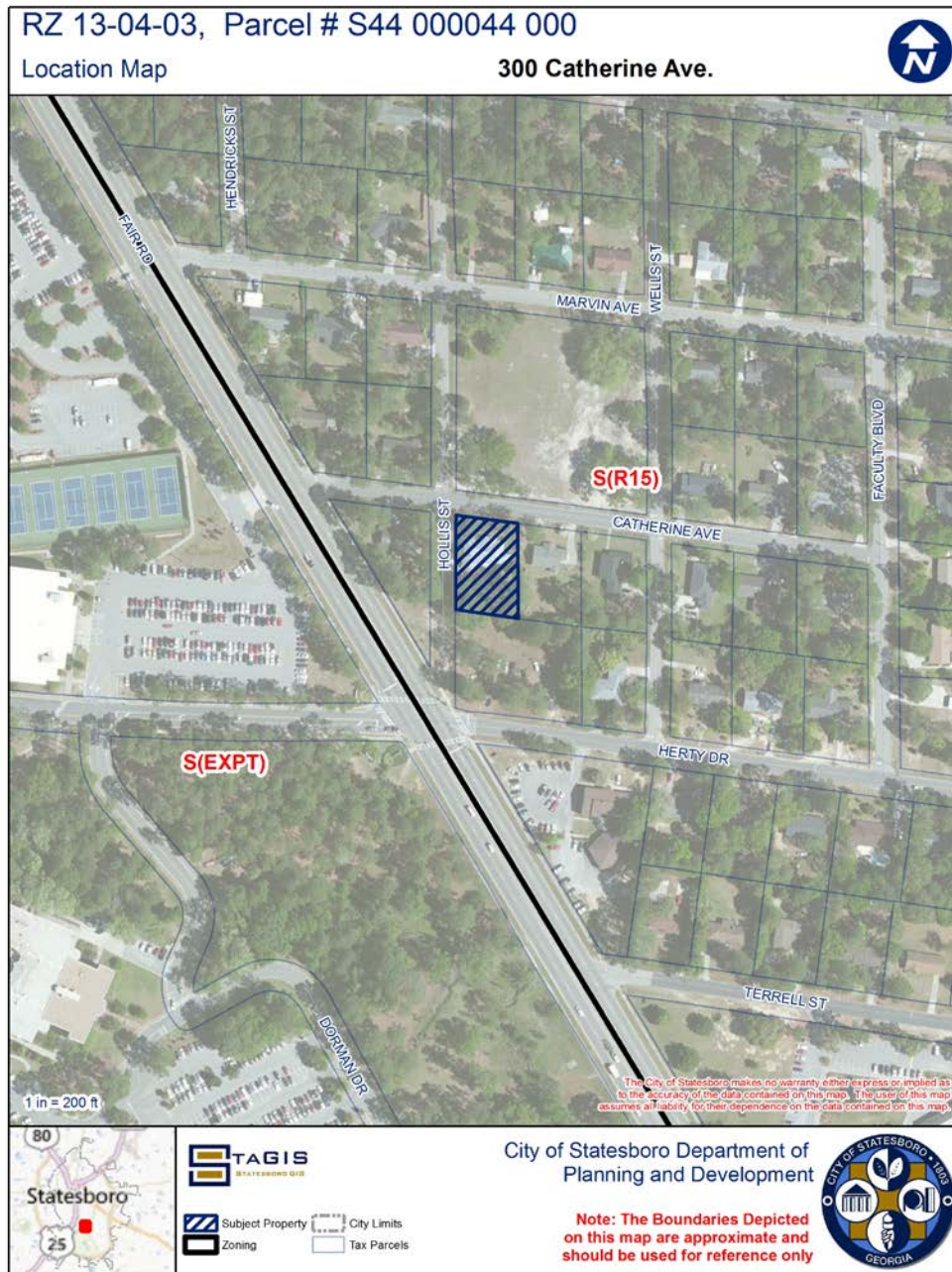
EXHIBIT A: LOCATION MAP

RZ 13-04-02, Parcel # S44 000001 000

Location Map

104 Catherine Ave.

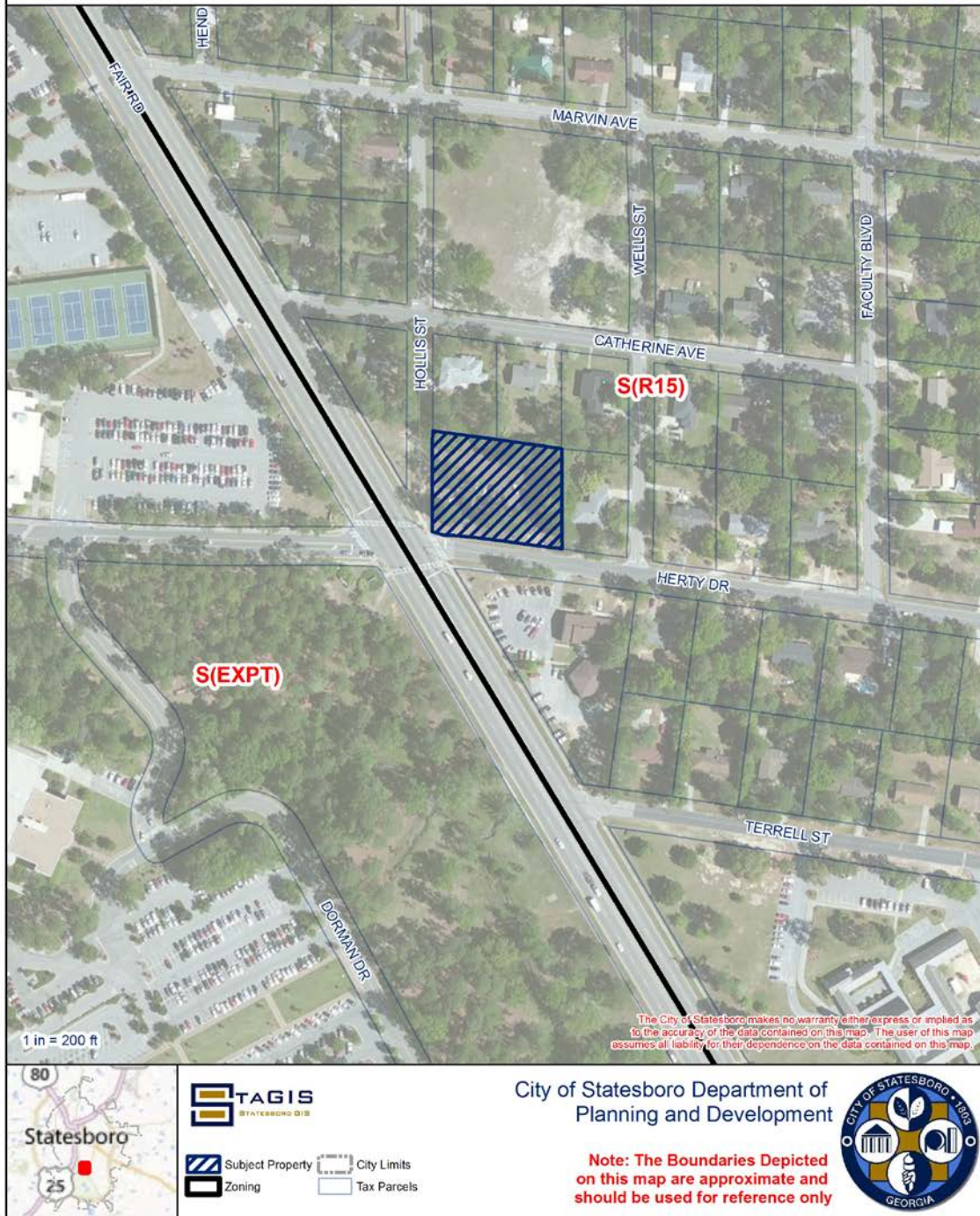




RZ 13-04-04, Parcel # S44 000045 000

Location Map

Herty Dr & Fair Rd



HERTY SITE - PARKER'S CONVENIENCE STORE
 PROPOSED ACTIVITY:
 SITE ACCESS MANAGEMENT PLAN
 CLIENT:
 GREGORY M. PARKER, LLC
 LOCATION: STATESBORO, GEORGIA
 DATE: JULY 8, 2013
 JOB NUMBER: J-24234.BDEV

THOMAS & HUTTON
 Engineering | Surveying | Planning | GIS | Consulting
 50 Park of Commerce Way • PO Box 2727
 Savannah, GA 31402-2727 • 912.234.3300
www.thomasandhutton.com
 Brunswick, GA | Charleston, SC | Myrtle Beach, SC | Wilmington, NC

SHEET: 1 OF 1
 SCALE: 1" = 50'

NOTE:
 FINAL ACCESS LOCATION ONTO HWY. 67 TO BE
 DETERMINED BY GEORGIA DEPARTMENT OF
 TRANSPORTATION.

A photograph taken from a vehicle, showing a grassy area with several cars parked in front of a dense line of trees. A white sign is visible in the middle ground. The date 07/02/2013 is printed in orange in the bottom right corner.

DEVELOPMENT SERVICES REPORT
Case # RZ 13-04-02, RZ 13-04-03, RZ 13-04-04
Amended July 10, 2013

EXHIBIT B: PHOTOS OF THE SUBJECT PROPERTY AND GENERAL VICINITY (CONT.) – 104 CATHERINE AVE



Figure 2: Single Family Home located on Property – Catherine Avenue.



Figure 3: Hollis Street (Access to property from Catherine Avenue).

EXHIBIT B: PHOTOS OF THE SUBJECT PROPERTY AND GENERAL VICINITY (CONT.) – 104 CATHERINE AVE



Figure 4: Subject Property.



Figure 5: Subject Property (Where students park to the rear of single family home).

EXHIBIT B: PHOTOS OF THE SUBJECT PROPERTY AND GENERAL VICINITY (CONT.) – 104 CATHERINE AVE



Figure 6: Subject Property.



Figure 7: Deadend of Hollis Street at Fair Road and Herty.

EXHIBIT B: PHOTOS OF THE SUBJECT PROPERTY AND GENERAL VICINITY (CONT.) – 104 CATHERINE AVE



Figure 8: Intersection of Herty and Fair Road.



Figure 9: Subject Property from Fair Road.

EXHIBIT B: PHOTOS OF THE SUBJECT PROPERTY AND GENERAL VICINITY (CONT.) – 300 CATHERINE AVE



Figure 10: Subject Property from Hollis Street.



Figure 11: Side of Subject Property from Hollis Street.

EXHIBIT B: PHOTOS OF THE SUBJECT PROPERTY AND GENERAL VICINITY (CONT.) – 300 CATHERINE AVE



Figure 12: Property adjacent to Subject Property (Being Considered in RZ 13-04-02).

EXHIBIT B: PHOTOS OF THE SUBJECT PROPERTY AND GENERAL VICINITY (CONT.) – HERTY DRIVE



Figure 13: Subject Property from Hollis Street.

EXHIBIT B: PHOTOS OF THE SUBJECT PROPERTY AND GENERAL VICINITY (CONT.) – HERTY DRIVE



Figure 14: Wesley Foundation across Herty from Subject Property.



Figure 15: Intersection of Fair Road and Herty from Subject Property.

EXHIBIT B: PHOTOS OF THE SUBJECT PROPERTY AND GENERAL VICINITY (CONT.) – HERTY DRIVE



Figure 16: View of Herty from Subject Property.



City of Statesboro – Department of Community Development DEVELOPMENT SERVICES REPORT

P.O. Box 348
Statesboro, Georgia 30458

» (912) 764-0630
» (912) 764-0664 (Fax)

SE 13-03-03 SPECIAL EXCEPTION REQUEST 316 FLETCHER DRIVE

LOCATION: 316 Fletcher Drive

REQUEST: Special Exception to allow a salon in the R20 (Single Family Residential) District.

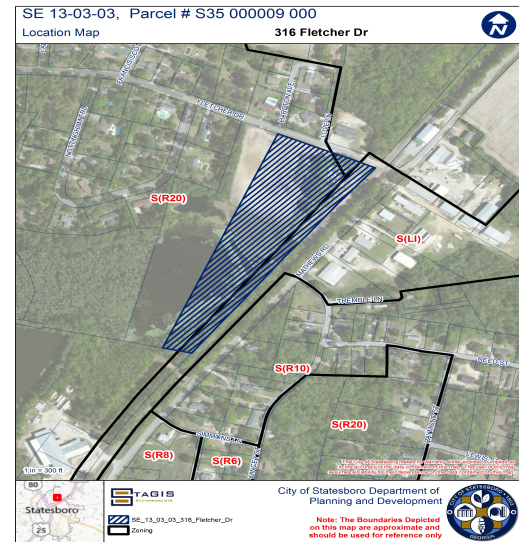
APPLICANT: Venus Mack

OWNER(S): Minnie Faye Newport

LAND AREA: 6.98 Acres

PARCEL TAX MAP #s: S35 000009 000

COUNCIL DISTRICT: 1 (Boyum)



PROPOSAL:

The applicant requests a Special Exception to allow for the utilization of a vacant accessory building on property located at 316 Fletcher Drive as a hair salon. The subject site is zoned R20 (Single Family Residential), which does not permit hair salons by right. (See **Exhibit A – Location Map**)

BACKGROUND:

There is no past zoning history on this property. This 6.98 single lot contains a single family home along with a vacant accessory building (to be utilized in this request).

It should be noted that the purpose of this application is to consider whether the property may qualify for a zoning recommendation for the requested use.

SURROUNDING LAND USES/ZONING:

ZONING:		LAND USE:
NORTH:	R25 (Single Family Residential – Bulloch County) & LI (Light Industrial – Bulloch County)	Storage Warehouse
SOUTH:	R20 (Single Family Residential)	Warehouses and Single Family Homes
EAST:	LI (Light Industrial)	Industrial Warehouses and Businesses
WEST:	R20 (Single Family Residential)	Single Family Homes

The subject property is located along a line separating manufacturing facilities from single family homes to the west and the northern and eastern property lines are surrounded by predominately industrial uses. (See **Exhibit B**)

COMPREHENSIVE PLAN:

The subject site lies within the "Developing" character area as identified by the City of Statesboro Future Development Map within the *City of Statesboro Comprehensive Plan*. The Developing character area is primarily residential in nature, but is "under pressure to grow in a suburban manner." "These developing areas can be found at the periphery of the city, adjacent to existing suburban development and highway corridors." *Statesboro Comprehensive Plan, Community Agenda*, page 16.

To achieve the *Comprehensive Plan's* policy of protecting existing infrastructure by encouraging infill, redevelopment, and compact development, the community should promote small scale retail uses when possible - such as this one. "Whenever possible, existing structures should be preserved and/or renovated to accommodate changing land uses in order to protect both the neighborhood and overall community character."

Statesboro Comprehensive Plan, Community Agenda page 7.

The *Comprehensive Plan* also lists mixed use as a preferred development strategy but also recognizes that the Developing Character area is primarily residential consisting largely of single family homes. The Comprehensive Plan also adopts the strategies of protecting existing residential neighborhoods and their character. The plan recognizes that commercial and residential can co-exist in residential areas if the design of the establishment is properly considered. *Statesboro Comprehensive Plan, Community Agenda* page 7.

COMMUNITY FACILITIES (EXCEPT TRANSPORTATION):

The subject site is currently served by city services including water, sewer, sanitation, and public safety. No significant impact is expected on city services as a result of this request.

ENVIRONMENTAL:

The subject property does contain wetlands and is located in a special flood hazard zone but neither should impact this request. Any potential issues will be brought forth and discussed during standard permitting and review procedures.

ANALYSIS:

The 6.98 acre site is currently zoned R20 (Single Family Residential) and contains a single family home with a small brick accessory building which is the focus of this request. The R20 (Single Family Residential) district has a stated purpose of establishing reasonable standards of performance and selection of uses permitted in order to maintain and protect the desirable benefits that single family residential uses have throughout the community.

The *Statesboro Zoning Ordinance* allows for the operation of home occupations in the R20 (Single Family Residential) district by specifically listing the permissible uses. However, the ordinance also states that beauty salons and barbershops are not permitted or defined as a home occupation. Regardless, the applicant does not intend to live in the structure that the salon will be operated from; therefore, this use could not be considered as a home occupation otherwise.

The applicant is requesting a Special Exception to permit the use of a hair salon in the existing accessory structure located in the R20 (Single Family Residential) district. Special Exceptions allow for a land use that are not permitted as right within a zoning district but which may be granted where the requested use may be deemed appropriate and compatible with the surrounding neighborhood. In this case, a hair salon is not a use permitted by right within the R20 (Single Family Residential) zoning district; thus necessitating this request for approval of the proposed use by the Mayor and Council.

Section 2406 of the *Statesboro Zoning Ordinance* lists seven (7) factors that should be considered by Mayor and City Council "in determining compatibility" of the requested use with adjacent properties and the overall community for considerations of Conditional Use Variances, or Special Exceptions as follows:

- A. Adequate provision is made by the applicant to reduce any adverse environmental impact of the proposed use to an acceptable level.**
 - Staff is unaware of any environmental impacts this request would cause.
 - This building is becoming dilapidated; therefore, use of the vacant building will be an improvement to this site.
- B. Vehicular traffic and pedestrian movement on adjacent streets will not be substantially hindered or endangered.**
 - The proposed use in this size structure is not expected to cause a significant impact on vehicular traffic.
- C. Off street parking and loading, and the entrances to and exits from such parking and loading, will be adequate in terms of location, amount, and design to serve the use.**

- Although staff does not have the exact square footage of the structure that the proposed use will be located in, it is believed to be approximately 400 square feet in size. According to Article XVI of the *Statesboro Zoning Ordinance*, the applicant must have one (1) parking space for every 500 square feet of area accessible to patrons. This site has adequate room for the required parking and may utilize alternative surface material such as gravel, grass, dirt, etc. The site currently contains gravel.
- D. Public facilities and utilities are capable of adequately serving the proposed use.**
 - The applicant intends to hire a licensed contractor to replace much of the interior of the building and install a handicap accessible bathroom and handrails.
 - Building Inspections by the Building Official and Fire Department have been conducted and the applicant is aware of the changes that may be required in the permitting stage.
- E. The proposed use will not have significant adverse effect on the level of property values or the general character of the area.**
 - The proposed use is not expected to have an adverse effect on property values in the area given the uses of surrounding structures.
- F. Unless otherwise noted, the site plan submitted in support of an approved conditional use shall be considered part of the approval and must be followed.**
 - No site plan was required to be submitted for this request.
- G. Approval of a proposed use by the mayor and council does not constitute and [an] approval for future expansion of or additions or changes to the initially approved operation. Any future phases or changes that are considered significant by the planning commission and not included in the original approval are subject to the provisions of this section and the review of new detailed plans and reports for said alterations by the governing authority.**
 - This request, if approved, is personal to the applicant. Any future changes to this proposal must be approved by City Council.

Additionally, § 2406 also requires consideration of the following factors given for standards for determination in a zoning change in “balancing the promotions of the public health, safety, morality [morals] and general welfare against the right of unrestricted use of property” given in § 2007 of the *Statesboro Zoning Ordinance*”:

- 1. Existing uses and zoning or [of] property nearby.**
 - Surrounding properties are zoned R20 (Single Family Residential), LI (Light Industrial), and R25 (Single Family Residential – Bulloch County) and uses range from single family residential to industrial warehousing, storage, and manufacturing.
- 2. The extent to which property values are diminished by the particular zoning restrictions.**
- 3. The extent to which the description of property values of the property owner promotes the health, safety, morals or general welfare of the public.**
- 4. The relative gain to the public, as compared to the hardship imposed upon the property owner.**
 - This request gives the applicant an opportunity to serve members of the community and neighborhood while contributing to the mixed use feel with a neighborhood retail use as encouraged by the *Comprehensive Plan*.
 - Commercial retail uses in a residential area should consider compatibility with the character of the surrounding area.
- 5. The suitability of the subject property for the zoned purposes.**
 - This property should meet the zoning regulations set forth by the *Statesboro Zoning Ordinance* as necessary.
- 6. The length of time the property has been vacant as zoned, considered in the context of land development in the area in the vicinity of the property.**
 - The principle structure on the lot is currently occupied as a single family home but the accessory structure in which the applicant wishes to locate has been vacant since being used as a small store decades ago.
 - Surrounding properties appear to be developed and occupied.
- 7. The extent the proposed change would impact population density in the area, community facilities, living conditions in the area, traffic patterns and congestion, environmental aspects, existing and future land use patterns, and property values in adjacent areas.**
 - The proposed use should not significantly impact any of the above.

STAFF RECOMMENDATION:

Based on the factors of consideration for Special Exceptions given in Section 2406 of the *Statesboro Zoning Ordinance* and the *Statesboro Comprehensive Plan*, staff would suggest that if the Special Exception is granted, that it be limited to the structure in question on the site, but not be applied to the entire acreage of the parcel.

PLANNING COMMISSION RECOMMENDATION:

At its April meeting, Planning Commission voted 4-0 to recommend approval of the Special Exception requested by this application with the following conditions:

1. The Special Exception is limited to the structure being used rather than the entire parcel.
2. Parking must be compliant with the *Statesboro Zoning Ordinance*.
3. Signage limited to that of the Home Occupation Regulations.
4. One (1) stylist and one (1) customer at a time.
5. Approval of a sketch showing the proposed renovations to the building.

At its June meeting, Planning Commission voted 6-0 to recommend approval of the Special Exception requested by this application with the following conditions:

1. The Special Exception is limited to the structure being used rather than the entire parcel.
2. Parking must be compliant with the *Statesboro Zoning Ordinance*.
3. Signage limited to that of the Home Occupation Regulations.
4. One (1) stylist and one (1) customer at a time.

Note: The documents provided by the applicant are attached as "Exhibit C".

FLETCHER DRIVE NEIGHBORHOOD ASSOCIATION MEETING:

The applicant and Councilman Boyum met with the Fletcher Drive Neighborhood Association on Tuesday, July 23, 2013 to discuss this request. All parties agreed upon the following conditions:

1. All parking at the front of the building (facing Fletcher Drive) must be parallel parking to prevent all vehicles from backing out onto Fletcher Drive.
2. There must be exterior lighting facing Fletcher Drive.
3. Signage limited to that of a Home Occupation.
4. Limited to 2 salon chairs.
5. Limited to 1 employee.

EXHIBIT A: LOCATION MAP

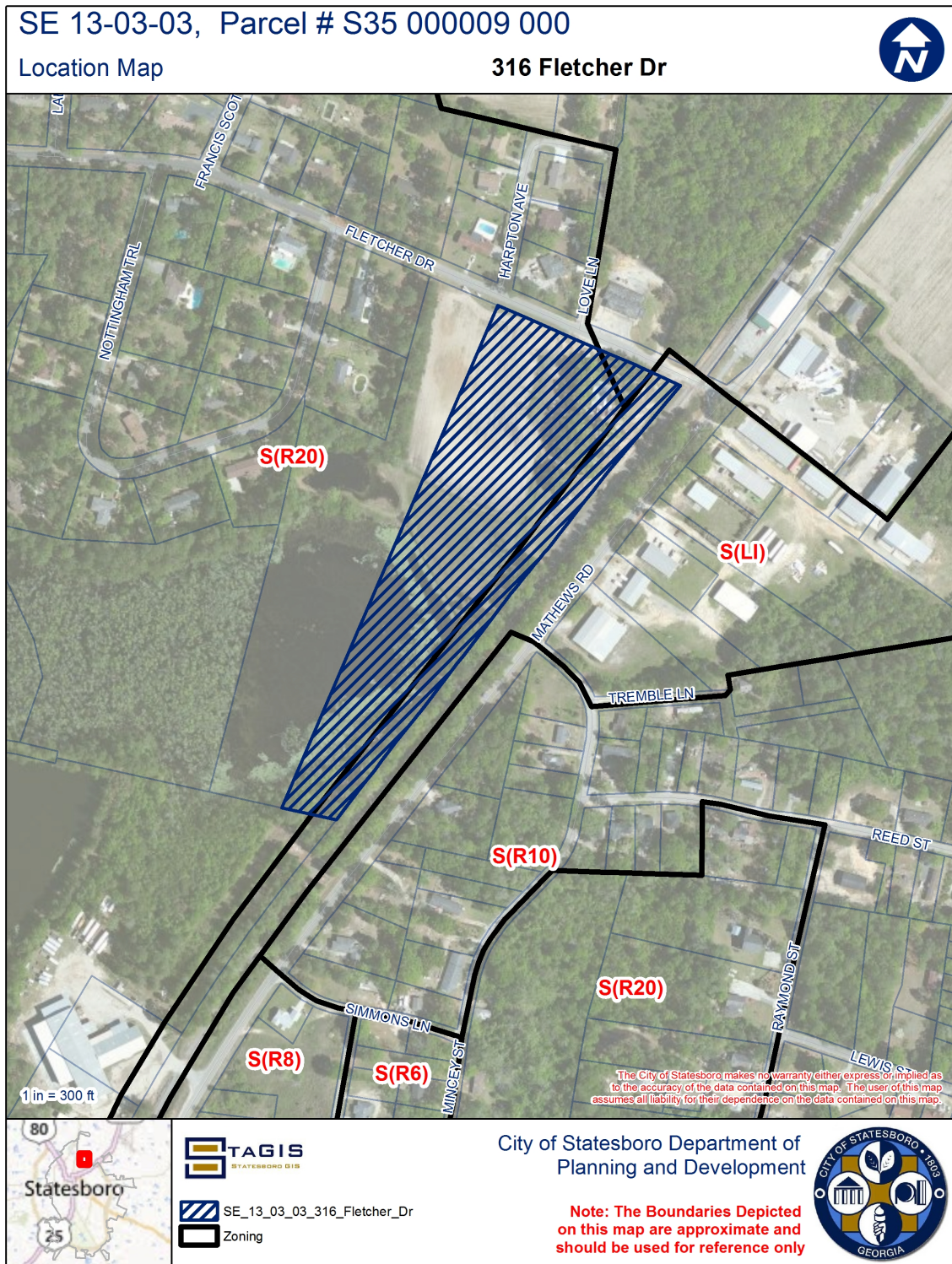


EXHIBIT B: PHOTOS OF THE SUBJECT PROPERTY AND GENERAL VICINITY.



Figure 1: Subject Site from Fletcher Drive.



Figure 2: Side of the Subject Site.

EXHIBIT B: PHOTOS OF THE SUBJECT PROPERTY AND GENERAL VICINITY (CONT.).



Figure 3: Rear of the subject site.



Figure 4: Photo showing available parking on subject site.

EXHIBIT B: PHOTOS OF THE SUBJECT PROPERTY AND GENERAL VICINITY (CONT.).



Figure 5: Storage facility across Fletcher Drive from Subject Site.



Figure 6: Adjacent properties to the northwest of the Subject Site.

EXHIBIT B: PHOTOS OF THE SUBJECT PROPERTY AND GENERAL VICINITY (CONT.).



Figure 7: Manufacturing facilities to the east of the Subject Site.



Figure 8: Subject property that structure is located on.

EXHIBIT C: DOCUMENTS PROVIDED BY APPLICANT

COLEMAN CONTRACTORS INC
209 AYCOCK ST
PORTAL, GA 30450
912-865-4682
912-536-2410

PROPOSAL

Page No. _____ of _____ Pages

DESCRIPTION OF JOB

ARCHITECT	DATE OF PLANS	
JOB	Restore store into hair salon	
ADDRESS	316 Fletcher Dr	
CITY	STATE	ZIP
Statesboro	GA	30458
PHONE	DATE	
215 834 9849	04-25-2013	

PROPOSAL SUBMITTED TO:

Venus Mack

WE HEREBY SUBMIT SPECIFICATIONS AND ESTIMATES FOR:

We will replace roof on building with new rubber roof. \$2,000.00
We will wire & plumb building. \$2,000.00
We will build a bathroom, (sink & toilet) \$1,000.00
We will instal ~~ceasar~~ ceramic tile on floor. \$1,600.00
We will instal sheetrock (hang & finish with knock down finish) \$1,400.00
We will paint interior & exterior. + \$1,500.00
grand total \$9,500.00

We hereby propose to furnish material and labor, complete in accordance with above specifications, for the sum of Nine Thousand Five Hundred dollars (\$ 9,500.00)

with payment to be made as follows: in full upon finishing each part of proposal as stated.

All material is guaranteed to be as specified. All work is to be completed in a workmanlike manner according to standard practices. Any alteration or deviation from specifications involving extra costs will be executed upon written orders, and will become an extra charge over and above the estimate. All agreements contingent upon strikes, accidents or delays beyond our control. Owner to carry fire, tornado and other necessary insurance. Our workers are fully covered by Worker's Compensation Insurance.

Authorized
Signature

Note: This proposal may be withdrawn by us if not accepted within 14 days.

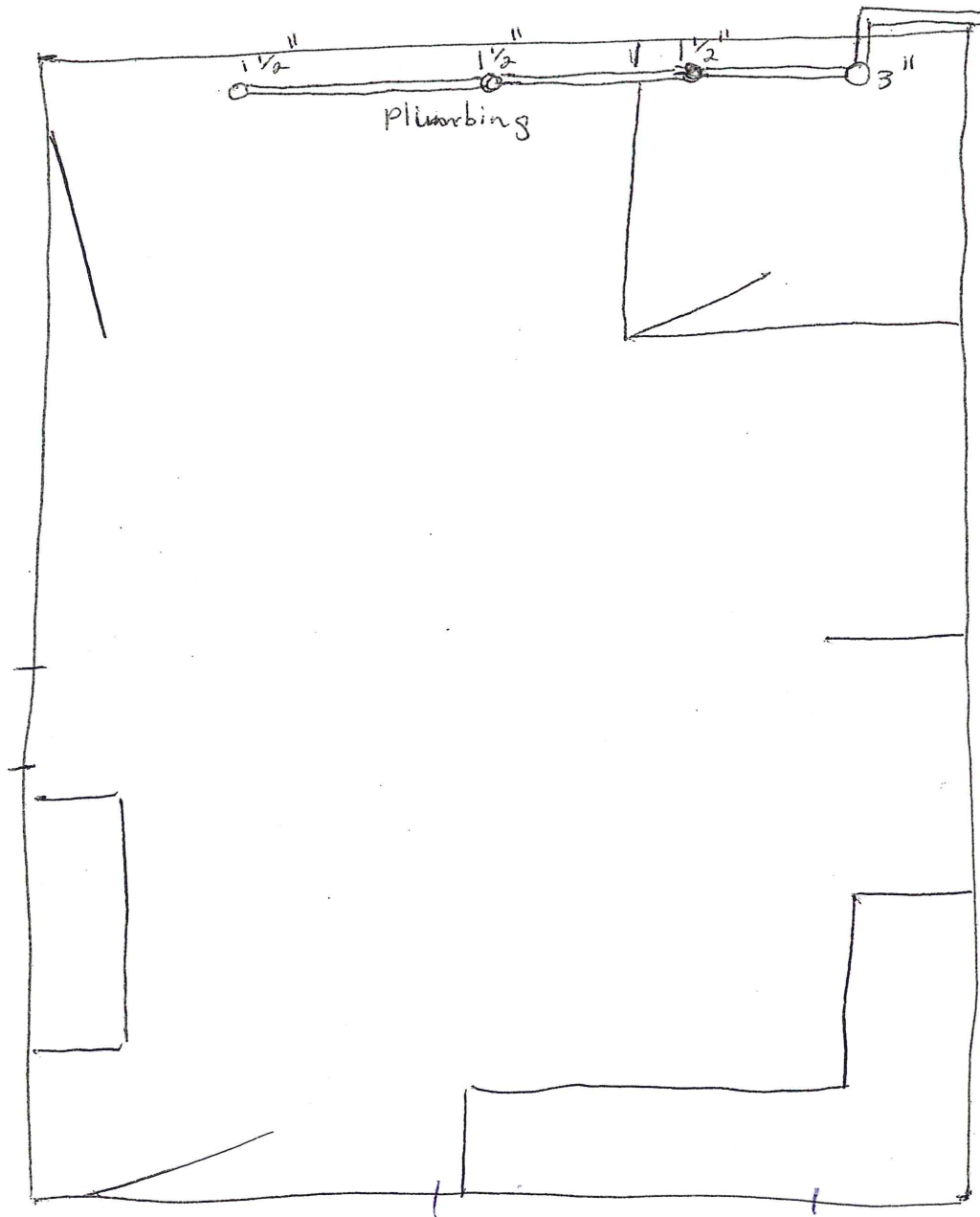
Acceptance of Proposal - The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

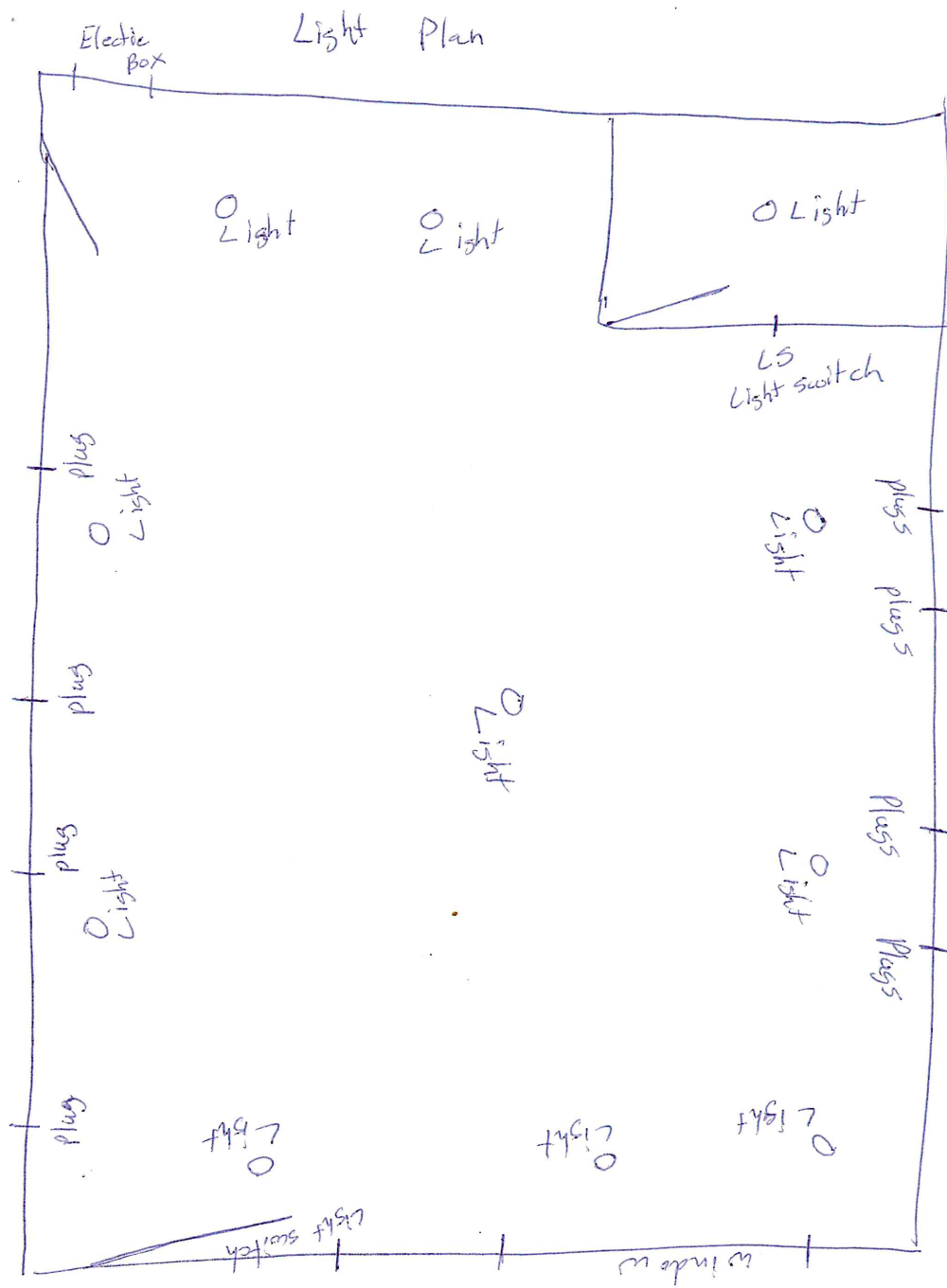
Signature _____

Date of Acceptance: _____

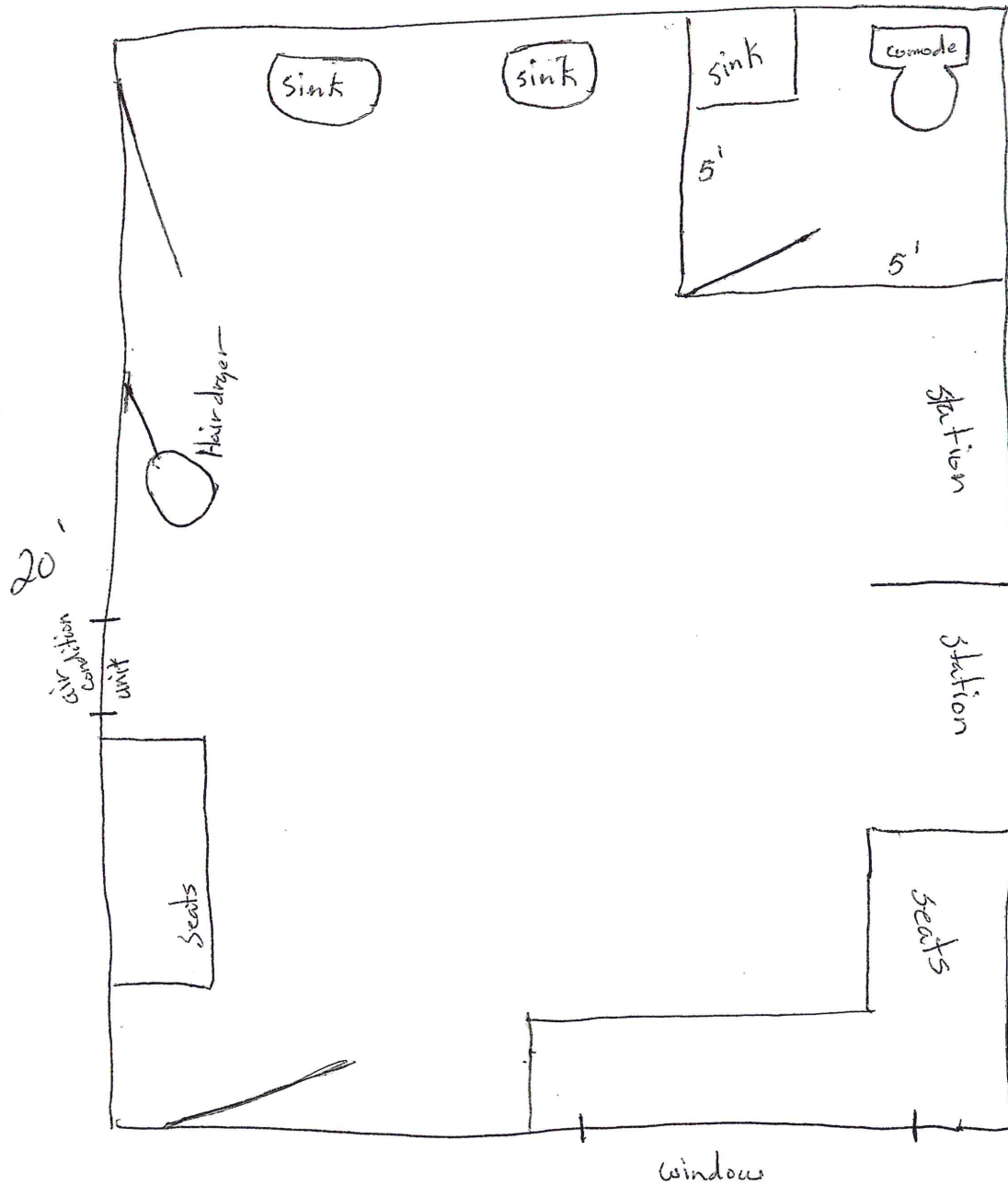
Signature _____

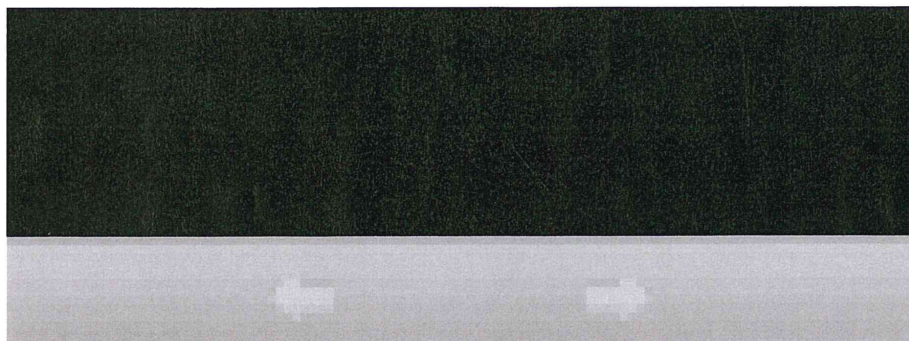
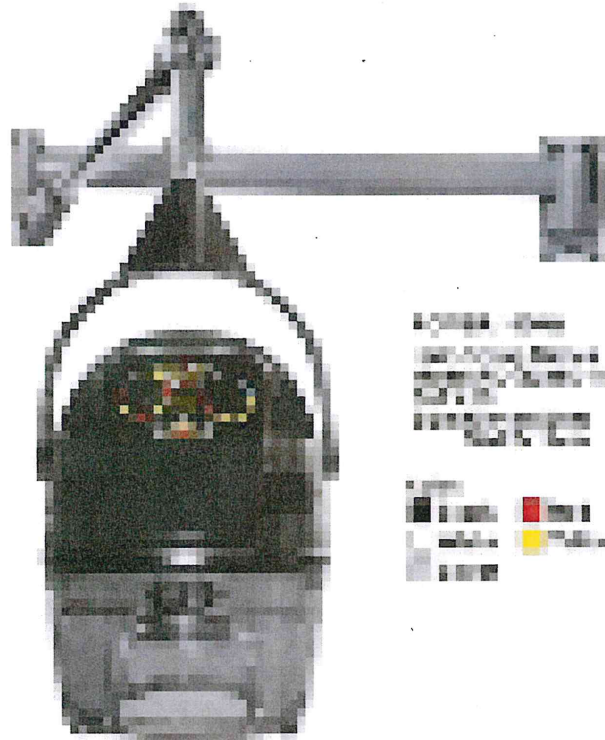
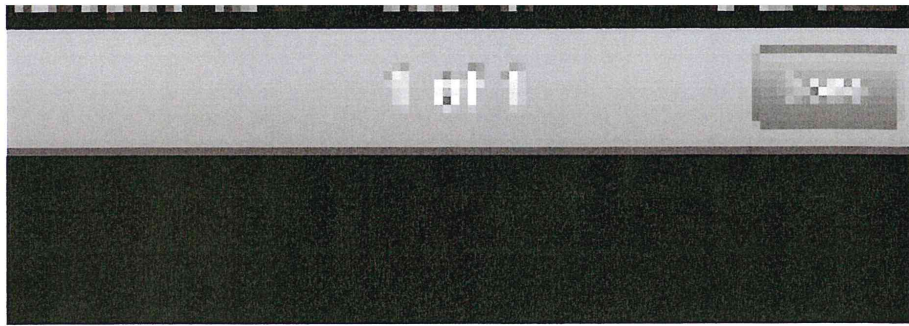
Plumbing Plan





shop drawing
14'







City of Statesboro
Department of Planning & Development Memorandum

50 East Main Street

P.O. Box 348

» (912) 764-0630

Statesboro, Georgia 30458

Statesboro, Georgia 30459

» (912) 764-0664 (Fax)

TO: Mayor and Council
City Manager Frank Parker

FR: Mandi Cody, Director Planning & Development

RE: Proposed engagement with Retail Strategies

Date: August 1, 2013

"The most successful communities are those that identified their best industry targets, created an environment conducive to their growth, and developed a strategic approach to pursuing the businesses that were most appropriate for their communities."

Retail Strategies is an opportunity for the City of Statesboro to broaden its retail and food services economic development opportunities by identifying pertinent economic and franchise information regarding demographics; peer communities; detailed gap analysis; consumer expenditures, and consumer behaviors and demands across 26 categories specific to Statesboro; mosaic lifestyles report identifying the demands of 65 independent and segmented groups of the population; and a real property catalog identifying locations appropriate to meet these demands. All of this will be regularly (sometimes monthly) updated and presented in a Market Maxim Summary and Recruitment Plan identifying economic development opportunities available to the City of Statesboro and those most likely to succeed in our unique demographic. This critical information can be highly utilized for both business recruitment and business expansion in the City of Statesboro.

The economic data would be gathered and analyzed by a team of experts - Retail Strategies and Decision Data - a unique group of economic research specialists with expertise in the retail and commercial franchise industries - and made available to all interested parties through the City of Statesboro.

Within 30 days of the engagement, all economic data will be gathered for analysis and findings presented. The commercial property catalog will also be complete. This information can then be utilized by both the City and the private market to expand existing businesses within the City and to market Statesboro for new opportunities.

This engagement has been vetted by City development staff, a group of private developers in the spring, and presented for Council consideration at the June 18, 2013 meeting. The engagement is for a three (3) year period at a sum total cost of \$72,000 payable in annual installments of \$36,000 in year one and \$18,000 in each of years two and three.

Customized research has long been recognized as consistent with the "general philosophy of fostering a favorable business climate for investment"; aids in diversifying the local economic base; provides jobs; enhances the tax base; and adds quality of life features to a community. Furthermore, removing much of the risk from private investment also reduces the need for cash or tax incentives on a per project basis. Such research can also be utilized in other long term planning needs of the City, such as land use, housing needs, and infrastructure development.

Some important facts to consider:

- It is estimated that Bulloch County currently has at least a \$200 million annual leakage - with as much as \$78,279,065 of that in grocery stores alone! This type of customized data would assist the City and its private developers in making the case for the much desired grocery store!!
- \$200 million in leakage sales results in \$800,000 per year in lost SPLOST opportunities to the City of Statesboro alone!
- An average small-scale commercial building permit is \$20,000 in fees = ONE new commercial build in the City of Statesboro recoups the annual expense of this data collection.
- Commercial enterprises pay more in taxes and demand less in services than residential developments.

Attachments:

1. Retail Strategies Proposal to the City of Statesboro.
2. Retail Strategies June 18, 2013 Council Presentation.



PROPOSAL TO THE CITY OF STATESBORO RETAIL RESEARCH AND RETAIL RECRUITMENT

INTRODUCTION:

Birmingham based Retail Strategies, LLC is a retail consulting firm offering unparalleled market analysis, strategic planning, and retail recruitment services to municipalities and economic development authorities throughout the Southeastern United States.

Retail Strategies, LLC partners with the appropriate city agencies to identify, through in-depth research and analysis, opportunities to recruit retail concepts that expand and improve the retail tenant mix and retail tax base throughout the client's community. Our unique research solutions help you better understand the strengths, weaknesses, and opportunities in your retail trade areas through demographic and business analysis, retail gap analysis, and peer analysis.

Once we have completed the research assessment we then focus on the primary benefit of our services – the retail recruitment strategic plan and successful recruitment of retailers. The conclusions of retail research reports are meaningless without effectively executing a Strategic Retail Recruitment Plan.

“RETAIL STRATEGIES 360”



SUMMARY OF RETAIL ANALYSIS AND SERVICES:

- Custom Demographic Research – Historical, Current, and Projected Demographics – to include market trade areas by radius/drive-time, and custom trade areas associated with the City of Statesboro. One of the unique features of our services, we believe each engagement should stand alone – what we've done for another client should not influence how we approach the analysis of your community and trade areas.
- Mosaic Lifestyles – Market Segmentation Analysis
- Retail Gap Analysis
- Retail Peer Analysis – Another unique component of our deliverables. By identifying communities across the United States that “look” like the Statesboro area, we are able to determine both retailers and retail concepts that have proven their interest in similar communities and market areas.
- Thematic Mapping and Aerial Imagery by trade area
- Retail Competitor Mapping/Analysis
- On demand retail research reports
- Market Maximization Summary and Strategic Leasing Plan – Based on the concept of Economic Gardening, we believe our research can become a resource within your community for existing retailers to grow their business.
- Identification of Retail Prospects
- Retailer Recruitment and execution of the Retail Leasing Strategic Plan

RETAIL STRATEGIES RESEARCH:

Our research solutions are not a “one size fits all” or pre-formatted by an industry standard radius or drive-time area. Each city, community, or retail trade area requires unique analysis based on numerous factors including natural boundary areas, current retail tenant mix, travel times, radius areas and existing sites/buildings. Our research focuses on identifying the datapoints that are most likely to influence the site location decisions of retailers. Once these datapoints are determined – we provide thematic maps, aerial photos, asset maps, and customized research reports by retail concept.

Retail Strategies primary data resources include:

CENSUS, AGS AND POPSTATS DEMOGRAPHICS

By incorporating demographic data from multiple sources, DDR is able to better understand the population, income and retail spending shifts taking place in the current economic environment.

BUSINESS LOCATION DATA

This location data is ideal for competitive analysis, understanding market opportunities and evaluating market dynamics.

Sourced to D&B®, the world's most trusted source of sales and marketing solutions, all D&B information is powered by DUNSRight™, D&B's Quality Process which gives you the insight you need to identify and target prospects.

CONSUMER EXPENDITURES

This data includes 18 reports and close to 1,000 variables that collectively cover almost 95% of household spending. Based on extensive modeling of the BLS Consumer Expenditure Survey, CEX provides reliable estimates of market demand and average household expenditures.

RETAIL POTENTIAL

This new tabulation utilizes the Census of Retail Trade tables which cross-tabulates store type by merchandise line. The Consumer Expenditure data was aggregated to the merchandise line classification and then distributed to each of the major store types.

MOSAIC

MOSAIC is Experian's geo-demographic segmentation system. AGS demographics are an integral part of the MOSAIC system within the United States. The MOSAIC Cluster Distributions enable us to evaluate cluster groups within any geographic area.

FINAL DELIVERABLE AND STRATEGIC RETAIL RECRUITMENT PLAN

Upon completion of the research component of our engagement, the Retail Strategies team will create an online account available to the City of Statesboro that serves as a working resource that will be continuously updated with current data, research, the strategic recruitment plan and updates on retail recruitment and development. In addition to the market analysis outlined above, the following will be available through your Retail Strategies BaseCamp account:

1. Retailer Overview and Recruitment Plan- Summary of the primary retail gaps inclusive of the key retailers to be pursued with a prototypical overview of each retailer relative to size, economics, etc.
2. Local Property Catalog- Retail Specialists, Inc. will work with the City of Statesboro to catalog all local commercial properties that may be suitable sites to present to prospective new retailers. Inclusive in this tab is a map, marked aerial and all pertinent contact and site specific information relative to each site.
3. Call List and Recruitment Update- an ongoing tracking form to keep the City of Statesboro updated relative to recruitment efforts and specific interaction with prospective retailers.

PROPOSED CONSULTING ENGAGEMENT COSTS

INITIAL ENGAGEMENT: THREE (3) YEARS

Client may choose one of the following payment options:

PRICING – YEAR 1

\$36,000

Deliverable will focus on all retail trade areas for the City of Statesboro and include:

- Initial Market/Trade Area Research and Analysis
- Market Maximization Summary and Strategic Retail Recruitment Plan
- Identification of Retail Prospects
- Retailer Recruitment and execution of the Retail Recruitment Strategic Plan

PRICING – YEARS 2 AND 3

\$18,000 per year

Retail Strategies, for year two and three of the engagement, will provide updated research and on-demand research reports/analysis.

- Updated research and on-demand research reports/analysis
- Market Maximization Summary and Strategic Retail Recruitment Plan
- Identification of Retail Prospects
- Retailer Recruitment and execution of the Retail Recruitment Strategic Plan

PRICING – YEAR 4 AND BEYOND

Our clients have the option, beginning in year four, to renew Retail Strategies services on an annual basis at the same cost as year three of the consulting engagement.

ABOUT THE COMPANIES:



Retail Specialists, Inc. (RSI) is a commercial real estate company with offices in Birmingham, Alabama and New Orleans, Louisiana. RSI focuses entirely on retail project leasing and retailer recruitment, retail tenant representation, retail brokerage, retail property management, municipal consulting, development, and redevelopment. RSI is agile, proactive, and responsive with the steadfast objective of providing unparalleled service and results to our clients. A distinctive mix of experience, technology, and tenacity allows RSI to be uniquely successful. Retail Specialists, Inc. is licensed in six (6) Southeastern states and currently represents retail property owners, retailers, developers, and municipalities throughout this territory. In the realm of commercial real estate brokerage, leasing and management companies, Retail Specialists, Inc. has a non-traditional business model. The underlying premise in the formation of the company was the team approach to client services. From employee compensation and benefits to the floor plan at the corporate offices in Birmingham, every aspect of the model fosters cooperation and furthers our client's objectives. Retail Specialists, Inc. is committed to being the most "cutting edge" retail brokerage and management company in our industry. We are steadfast in our commitment to the development and implementation of technological processes and solutions that will make our core business, and ultimately the retail real estate industry, more efficient. Retailers, developers, landlords, vendors and friends of the company recognize the value in this ideal. Since the formation of our company, our list of clients has grown to include a long list of nationally recognized brand names. Additionally, strong relationships with numerous local, regional, national, and institutional landlords, investors and developers have enabled us to build a portfolio of more than five million (5,000,000) square feet of retail real estate leasing and management assignments.



Decision Data Resources provides best of class next generation web-based GIS solutions and project specific consulting services to economic and workforce related organizations. Decision Data Resources saves time by increasing the efficiency and effectiveness of economic development research efforts. DDR resources conveniently combine current datasets with cutting edge GIS mapping and technological capabilities providing data-oriented reports and maps to support decisions and monitor regional progress. Rather than spending time and money gathering information from disparate, redundant, and often incompatible sources, DDR's solutions provide data on demand and detailed analysis to assess historical trends, current strengths and weaknesses, and future opportunities.

FOR MORE INFORMATION – CONTACT:

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PROPOSAL TO THE CITY OF STATESBORO RETAIL RESEARCH AND RETAIL RECRUITMENT

INTRODUCTION:

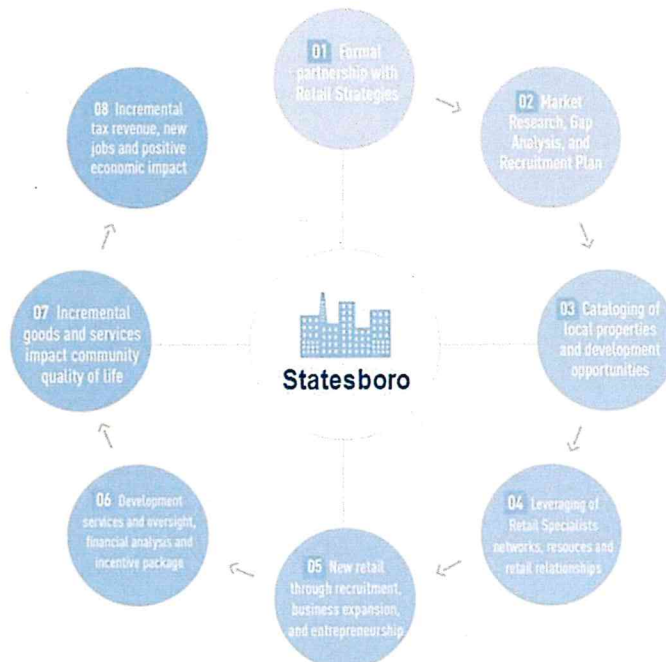
Birmingham based Retail Strategies, LLC is a retail consulting firm offering unparalleled market analysis, strategic planning, and retail recruitment services to municipalities and economic development authorities throughout the Southeastern United States.

Retail Strategies, LLC partners with the appropriate city agencies to identify, through in-depth research and analysis, opportunities to recruit retail concepts that expand and improve the retail tenant mix and retail tax base throughout the client's community. Our unique research solutions help you better understand the strengths, weaknesses, and opportunities in your retail trade areas through demographic and business analysis, retail gap analysis, and peer analysis.

Once we have completed the research assessment we then focus on the primary benefit of our services – the retail recruitment strategic plan and successful recruitment of retailers. The conclusions of retail research reports are meaningless without effectively executing a Strategic Retail Recruitment Plan.

"RETAIL STRATEGIES 360"

The Retail Strategies Approach



SUMMARY OF RETAIL ANALYSIS AND SERVICES:

- Custom Demographic Research – Historical, Current, and Projected Demographics – to include market trade areas by radius/drive-time, and custom trade areas associated with the City of Statesboro. One of the unique features of our services, we believe each engagement should stand alone – what we've done for another client should not influence how we approach the analysis of your community and trade areas.
- Mosaic Lifestyles – Market Segmentation Analysis
- Retail Gap Analysis
- Retail Peer Analysis – Another unique component of our deliverables. By identifying communities across the United States that “look” like the Statesboro area, we are able to determine both retailers and retail concepts that have proven their interest in similar communities and market areas.
- Thematic Mapping and Aerial Imagery by trade area
- Retail Competitor Mapping/Analysis
- On demand retail research reports
- Market Maximization Summary and Strategic Leasing Plan – Based on the concept of Economic Gardening, we believe our research can become a resource within your community for existing retailers to grow their business.
- Identification of Retail Prospects
- Retailer Recruitment and execution of the Retail Leasing Strategic Plan

RETAIL STRATEGIES RESEARCH:

Our research solutions are not a “one size fits all” or pre-formatted by an industry standard radius or drive-time area. Each city, community, or retail trade area requires unique analysis based on numerous factors including natural boundary areas, current retail tenant mix, travel times, radius areas and existing sites/buildings. Our research focuses on identifying the datapoints that are most likely to influence the site location decisions of retailers. Once these datapoints are determined – we provide thematic maps, aerial photos, asset maps, and customized research reports by retail concept.

Retail Strategies primary data resources include:

CENSUS, AGS AND POPSTATS DEMOGRAPHICS

By incorporating demographic data from multiple sources, DDR is able to better understand the population, income and retail spending shifts taking place in the current economic environment.

BUSINESS LOCATION DATA

This location data is ideal for competitive analysis, understanding market opportunities and evaluating market dynamics.

Sourced to D&B®, the world's most trusted source of sales and marketing solutions, all D&B information is powered by DUNSRight™, D&B's Quality Process which gives you the insight you need to identify and target prospects.

CONSUMER EXPENDITURES

This data includes 18 reports and close to 1,000 variables that collectively cover almost 95% of household spending. Based on extensive modeling of the BLS Consumer Expenditure Survey, CEX provides reliable estimates of market demand and average household expenditures.

RETAIL POTENTIAL

This new tabulation utilizes the Census of Retail Trade tables which cross-tabulates store type by merchandise line. The Consumer Expenditure data was aggregated to the merchandise line classification and then distributed to each of the major store types.

MOSAIC

MOSAIC is Experian's geo-demographic segmentation system. AGS demographics are an integral part of the MOSAIC system within the United States. The MOSAIC Cluster Distributions enable us to evaluate cluster groups within any geographic area.

FINAL DELIVERABLE AND STRATEGIC RETAIL RECRUITMENT PLAN

Upon completion of the research component of our engagement, the Retail Strategies team will create an online account available to the City of Statesboro that serves as a working resource that will be continuously updated with current data, research, the strategic recruitment plan and updates on retail recruitment and development. In addition to the market analysis outlined above, the following will be available through your Retail Strategies BaseCamp account:

1. Retailer Overview and Recruitment Plan- Summary of the primary retail gaps inclusive of the key retailers to be pursued with a prototypical overview of each retailer relative to size, economics, etc.
2. Local Property Catalog- Retail Specialists, Inc. will work with the City of Statesboro to catalog all local commercial properties that may be suitable sites to present to prospective new retailers. Inclusive in this tab is a map, marked aerial and all pertinent contact and site specific information relative to each site.
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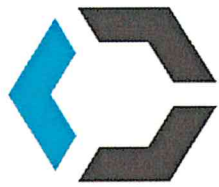
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Retail
STRATEGIES

presented to:



May 2013

*WE MAKE RETAIL
HAPPEN.*

Market **ANALYSIS**.
Strategic **PLANNING**.
Retail **RECRUITMENT**.



INTRODUCTION

Retail Strategies is a unique consulting platform that offers unparalleled market research and analysis, strategic planning and retail recruitment services to municipalities and economic development authorities throughout the Southeastern United States.

Retail Strategies' founding principals (Chuck Branch and Robert Jolly) joined forces in 2011 combining a unique mix of research and analysis skills and technological capabilities with vast national retailer relationships and retail recruitment expertise.

PROJECT TEAM

Chuck Branch is CEO of Decision Data Resources and co-founded Retail Strategies in 2011. Chuck has spent much of his career managing the development and implementation of large database and GIS projects and solutions for municipalities and workforce development related agencies and organizations across the United States.

Robert Jolly is the President of Birmingham based Retail Specialists, Inc. and co-founded Retail Strategies in 2011. He oversees all financial, development and management aspects of both companies. During his time at Retail Specialists, Inc., he has overseen the leasing and management of more than 5,000,000 sf of retail space and has assisted some of the most well-known tenants in the United States with their expansion into new markets in the Southeast.

Charles Branch has played a key role in Retail Strategies from its inception, assisting in the research and retail recruitment efforts for multiple municipal clients throughout the Southeast. He specializes in the execution of the strategic retail recruitment plan, focusing on the identification of companies to fill the product and service gaps within each city's trade area.



PROJECT OVERVIEW

- It is becoming a commonly held principle within municipalities across the United States that Retail is the “new industry” relative to increasing a community's economic tax base.
- Maximizing retail potential enhances a community's vitality, creates a stable employment platform, and improves the quality of life.
- Cities throughout the country are proactively seeking to recruit new retailers in an effort to accomplish these and other economic and quality-of-life objectives.
- The primary long term focus of this project is to identify companies that fill the identified retail GAPS within the market and further compliment and expand the retail tenant mix in Statesboro.
- Retail Strategies will utilize the research discoveries to create and manage a Retail Recruitment Strategic Plan that will identify key retail properties, retail categories, and specific retailers that will be targeted by Retail Specialists to fill the spending gaps identified in the research. This Plan will be updated Monthly and shared with the appropriate contacts for the City of Statesboro.



RETAIL ANALYSIS AND RECRUITMENT SERVICES

RETAIL ANALYSIS

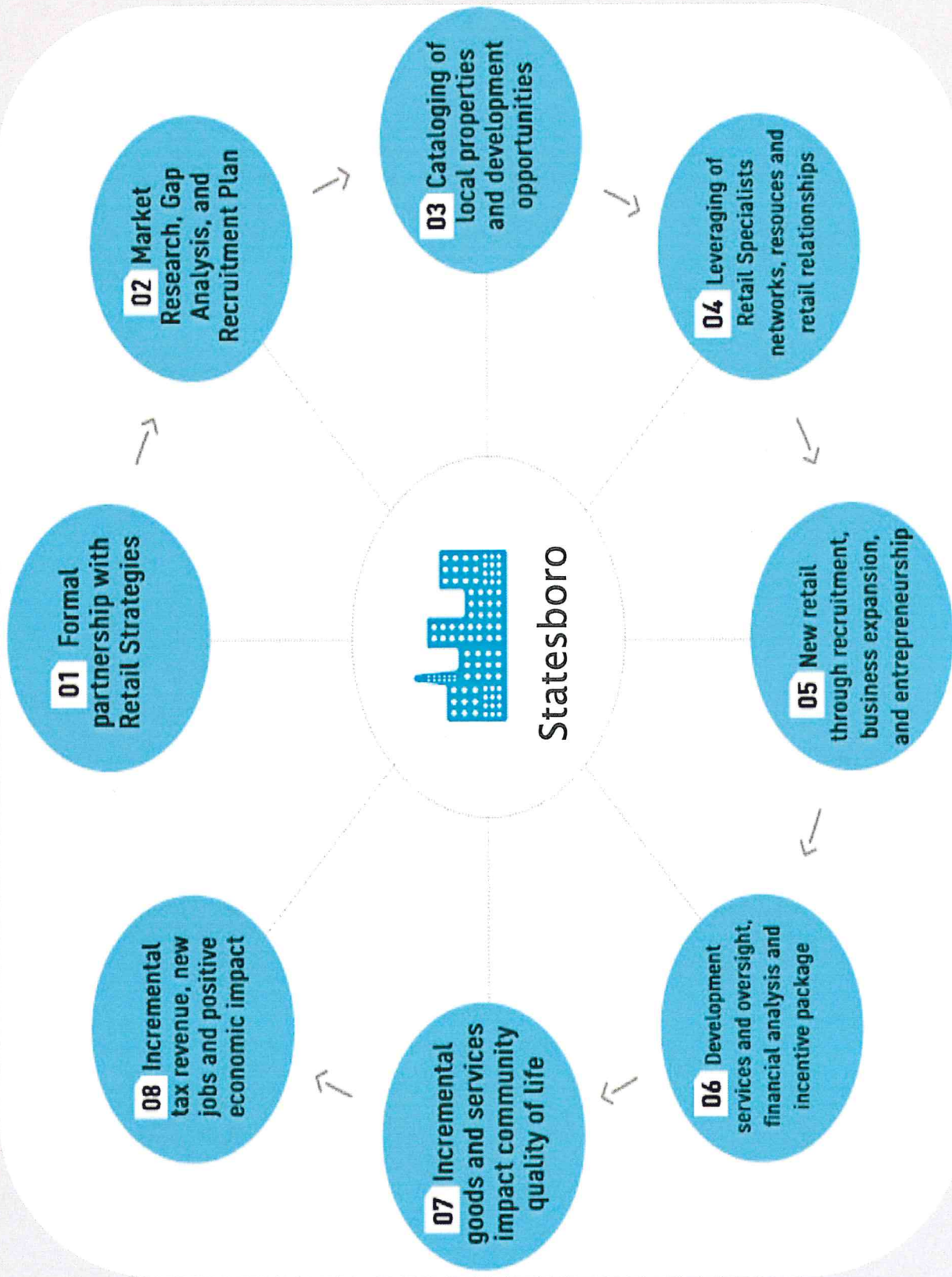
- Demographic Research – Historical, Current, and Projected
- Consumer Expenditure and Retail Potential Analysis
- Consumer Behavior and Attitude Research
- Mosaic Lifestyles
- Retail Gap Analysis
- Retail Peer Analysis

RECRUITMENT

- Market Maximization Summary and Strategic Retail Recruitment Plan
- Cataloging of local commercial properties.
- Execution of Strategic Retail Recruitment Plan:
 - Hosting of broker functions and interaction with local brokerage and development community
 - Provide Market Analysis to the Chamber as a resource for existing businesses and entrepreneurs
 - Host city officials at national and regional ICSC events and additional retail industry events



THE RETAIL STRATEGIES APPROACH



EXAMPLES OF RESEARCH DELIVERABLES



CENSUS TRENDS AND PROJECTIONS

By incorporating demographic data from multiple sources, Retail Strategies is better able to understand the population and income shifts taking place in the current economic environment.

Population Change - Regional Trade Area		
	Number	Percent Change
1980 Census	96,591	
1990 Census	102,064	5.7%
2000 Census	106,915	4.8%
2010 Census	116,047	8.5%
2012 Projection	118,719	2.3%
2017 Projection	124,639	5.0%



POPULATION SEGMENTATION

Population statistics segmented by race, ethnicity, age, sex, and household income impact retail site selection and also play a role in determining product and services offered within store locations.

Population by Race (2012) - Regional Trade Area		
	Number	Percent
White	73,225	61.7%
Black	39,521	33.3%
Asian	1,456	1.2%
Native American	405	0.3%
Hawaiian / Pacific Islander	104	0.1%
Two or More	3,698	3.1%
Other Race	310	0.3%
Total	118,719	100.0%



POPULATION ECONOMICS

Income levels – particularly Average Household and Median Household Income – can be a deciding factor in determining what type of retailer within a sector is targeted for specific sites. Daytime population is important in assessing a market's feasibility for restaurant and business services.

Income (2012) – Regional Trade Area

Median Household Income	\$39,818
Average Household Income	\$53,925
Average Family Income	\$61,112

Daytime Population (2012) – Regional Trade Area

Establishments	4,228
Employees	48,094



CONSUMER EXPENDITURES

This data includes 18 reports and close to 1,000 variables that collectively cover almost 95% of household spending. Based on extensive modeling of the BLS Consumer Expenditure Survey, CEX provides reliable estimates of market demand and average household expenditures.

Food, Beverage, Tobacco						
	Area Exp / Hhld \$	US Exp / Hhld \$	Expenditure Index*	Area Exp Allocation %	US Exp Allocation %	Allocation Index**
Total Food and Beverage	\$7,111	\$8,395	84.71	15.6%	15.2%	102.60
Food at Home	\$3,768	\$4,312	87.38	8.2%	7.8%	105.83
Alcoholic Beverages	\$530	\$663	79.93	1.2%	1.2%	96.81
Beer and Ale at Home	\$158	\$198	79.82	0.3%	0.4%	96.67
Whiskey at Home	\$51	\$64	79.59	0.1%	0.1%	96.40
Wine at Home	\$84	\$106	79.75	0.2%	0.2%	96.59
Beer and Ale not at Home	\$75	\$93	80.41	0.2%	0.2%	97.38
Wine Away From Home	\$36	\$45	80.04	0.1%	0.1%	96.94



CONSUMER ATTITUDES

Retailers use Consumer Attitude data for site selection and to match the appropriate product and service offerings within specific store concepts designed to fill the retail GAPs in a trade area.

Attitudes - Fashion Apparel				
Description	Regional Trade Area		United States	
	Number	Percent of Population Age 18+ (2012)	Percent of Population Age 18+ (2012)	Index**
Stick With Styles Have Stood Test of Time	33,280	37.4%	36.5%	102.59
Comfort Most Important in Clothes I Buy	51,161	57.6%	51.9%	110.84
Important to Look Attractive to Others	25,012	28.1%	27.2%	103.33
Have Favorite Clothing Brands I Stick With	22,460	25.3%	23.5%	107.49
Like to Keep Up With the Latest Fashions	5,682	6.4%	7.2%	88.77
Many Similar Priced Brands Look Alike	14,236	16.0%	14.8%	108.29



DETAILED CONSUMER BEHAVIOR

Consumer Behavior data includes 28 reports and over 1,000 variables that collectively cover almost 95% of household spending. Based on extensive modeling of the BLS Consumer Expenditure Survey, Consumer Expenditure and Behavior data provides reliable estimates of market demand.

Description	Simmons Home - HH Furnishings			United States	
	Number	Percent of Households (2012)	Regional Trade Area	Percent of Households (2012)	Area Index*
Bought Last Yr- Mattress/Box Spring	11,010	23.7%		21.1%	112.08
Bought Last Yr- Bed Frame/Headboard	7,379	15.9%		11.5%	138.09
Bought Last Yr- Other Bedroom Furniture	5,716	12.3%		9.7%	126.40
Bought Last Yr- Recliner Chair	6,936	14.9%		8.8%	169.51
Bought Last Yr- Sofa bed/Convertible	4,216	9.1%		4.6%	197.88
Bought Last Yr- Couch/Sofa/Loveseat	10,071	21.6%		14.1%	153.90



MOSAIC POPULATION SECTOR ANALYSIS

MOSAIC is Experian's geo-demographic segmentation system. The MOSAIC Cluster Distributions enable Retail Strategies to evaluate cluster groups within any geographic area.

Household Groups				
Trade Area Built from Components		United States		
Description	Number	Percent	Percent	Index*
Affluent Suburbia	1,618	31.8%	13.0%	245.55
Upscale America	1,954	38.4%	11.1%	346.77
Small-town Contentment	1,498	29.5%	11.7%	252.61



PEER ANALYSIS

One of the key components of Retail Strategies' research effort, Peer Analysis focuses on identifying cities across the U.S. that are most similar to our Client's community. Once these peers are identified, we can research companies who have shown a propensity to locate similar communities.

City	State	Population (2011)	Population (2016)	Average Household Income (2011)	(Tot Exp) Apparel	(Tot Exp) Food And Beverages	(Tot Exp) Household Furnishings And Equipment
Shawnee	OK	29,726	29,828	48,472	23,688,855	78,279,477	21,022,101
Granite City	IL	30,710	30,805	48,504	25,464,259	83,804,377	22,787,239
Alton	IL	30,262	30,918	46,967	25,233,966	83,225,010	22,352,562
New Iberia	LA	31,792	30,919	50,248	25,572,917	84,120,294	22,924,146
Cookeville	TN	29,016	31,108	46,373	23,703,739	77,829,854	20,795,404
West Lafayette	IN	30,082	33,455	47,268	24,258,834	77,721,965	21,572,090
LaGrange	GA	31,549	34,578	48,259	24,234,100	79,390,158	21,336,403
Garfield Heights	OH	29,327	28,252	47,825	24,049,392	79,603,214	21,741,092
Port Huron	MI	30,776	28,740	44,385	24,059,969	79,631,430	21,288,384
New Bern	NC	30,300	34,207	48,603	26,144,219	85,584,966	23,492,190
Hallandale	FL	30,720	30,500	45,142	28,658,797	94,576,420	25,361,302



TRADE AREA RETAIL GAPS

By measuring a trade area's Consumer Expenditure data versus Retail Potential and Revenue generated by existing retailers, Retail Strategies is able to measure the Retail GAP within specific geographies. With retail tax data provided by our Client, we can also measure Retail Leakage.

Retail Sector	Retail GAP
Appliances & Electronics Stores	\$18,591,901
Auto Parts & Accessories	\$8,450,027
Book Stores	\$4,914,117
Camera & Photography Stores	\$2,433,843
Children's and Infant's Clothing Stores	\$4,146,825
Computer Stores	\$17,444,071
Family Clothing Stores	\$10,361,158
Furniture Stores	\$5,390,070
Grocery Stores	\$41,646,052
Hobby, Toy, and Game Stores	\$1,054,831
Home Centers	\$13,115,516
Jewelry Stores	\$8,172,303
Limited Service Restaurants	\$22,945,208
Men's Clothing Stores	\$1,689,359
Office and Stationary Stores	\$5,200,179
Optical Goods Stores	\$3,422,129
Pet & Pet Supply Stores	\$2,262,659
Shoe Stores	\$4,109,771
Women's Clothing Stores	\$5,304,544



GAP SUMMARY

The following is a summary of primary spending gaps and explanations of each:

	Category	Trade Area	GAP	# of Retailers in Targeted Plan	Potential SF
1	Grocery Stores	CUSTOM	\$ 41,600,000.00	2	60,000
2	Limited Service Restaurants	CUSTOM	\$ 22,900,000.00	5	20,000
3	Appliances & Electronics Stores	CUSTOM	\$ 18,500,000.00	1	20,000
4	Home Centers	CUSTOM	\$ 13,100,000.00	1	25,000
5	Family Clothing Stores	CUSTOM	\$ 10,300,000.00	3	15,000
6	Auto Parts & Accessories	CUSTOM	\$ 8,400,000.00	2	15,000
7	Jewelry Stores	CUSTOM	\$ 8,100,000.00	1	10,000
8	Furnitures Stores	CUSTOM	\$ 5,300,000.00	1	10,000
9	Women's Clothing Stores	CUSTOM	\$ 5,300,000.00	2	10,000
10	Office and Stationary Stores	CUSTOM	\$ 5,200,000.00	1	10,000
11	Book Stores	CUSTOM	\$ 4,900,000.00	1	15,000
12	Children and Infant Clothing	CUSTOM	\$ 4,100,000.00	2	10,000
13	Shoe Stores	CUSTOM	\$ 4,100,000.00	1	6,000
14	Pet and Pet Supply Stores	CUSTOM	\$ 2,200,000.00	1	10,000
15	Men's Clothing Store	CUSTOM	\$ 1,600,000.00	1	5,000
16	Hobby, Toy, and Game Stores	CUSTOM	\$ 1,000,000.00	1	5,000
	Total		\$ 156,600,000.00	26	246,000 SF



RETAIL RECRUITMENT PROSPECTS

GAP Category	GAP
Limited Service Restaurants	\$ 22,900,000.00

Prospect	Typical Size	Last Contact	Comments/ Next Steps
Arby's Restaurant Group, Inc.	750-3500		
Bojangles' Restaurants Inc.	2800-3200		
Boston Market Corp.	3500-4000		
Burger King Holdings Inc.	1900-4000		
Checkers Drive-In Restaurants, Inc.	760-980		
Church's Chicken	1500-2000		
Firehouse Restaurant Group	1400-2000		
Hungry Howie's Pizza & Subs, Inc.	1000-1500		
Jersey Mike's Franchise Systems, Inc.	1200-1400		
Jimmy John's Franchise, Inc.	900-1500		
Lenny's Sub Shops	10000-20000		
Little Caesar Enterprises Inc.	1200-1600		
McDonald's	600-5500		
Mellow Mushroom	3000-7500		
Panda Restaurant Group, Inc.	800-6000		
Papa Murphy's International, Inc.	1200-1800		
Popeyes Chicken & Biscuits	1000-5000		
Roly Poly Franchise Systems, LLC	1000-1700		
Whataburger Restaurants, LP	1800-3400		
Which Wich, Inc.	500-2500		







RETAIL RECRUITMENT PROSPECTS

GAP Category	GAP
Clothing and Accessories	\$ 21,300,000.00

Prospect	Typical Size	Last Contact	Comments/ Next Steps
Citi Trends, Inc.	10000-15000		
The Buckle, Inc.	4800-0		
Roots Canada Ltd.	1000-5000		
Tom James Co.	1000-3000		
Shelmar, Inc.	3000-0		
Hot Topic, Inc.	1500-2500		
Perry Ellis International, Inc.	2500-3000		
Urban Outfitters, Inc.	2500-15000		
Georgiou Retail Stores	1500-3000		
Forever 21 Retail, Inc.	6000-35000		
Chico's FAS, Inc.	1500-4000		
Tween Brands, Inc.	3500-5000		
Abercrombie & Fitch Co.	4000-10000		
Gabriel Brothers, Inc.	12000-55000		
Gap Inc.	2750-35000		
Ross Stores, Inc.	25000-30187		
TJX Companies, Inc.	25000-65000		
Burlington Coat Factory	22000-178000		
Beall's Outlet Stores	20000-0		



PROPERTY CATALOG

1.		City Plaza	139 Commerce Ave.	Crossman & Co. 678.920.1996	For Lease: 7,100 sf
2.		City Marketplace	900 Hogansville Rd	Wheeler Real Estate Company 757.627.9088	For Lease: 3,600 sf 3,000 sf 1,500 sf 1,200 sf 1,000 sf
3.		City Station	S David Road & Highway 29	SRS Real Estate 678.420.1385	For Lease
4.		Exit 6 Opportunity	KIA Parkway & KIA Boulevard	Bull Realty 404.876.1640	For Sale: 18 Acres



BASECAMP

Retail Strategies

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West Alabama Chamber of Commerce — City of Tuscaloosa

File	 Tuscaloosa Retail Recruitment Prospect List.xlsx	Uploaded by Charles B.	TODAY
File	 Tuscaloosa Peers.xls	Uploaded by Charles B.	TODAY
File	 Tuscaloosa Retail Trade Area GAP Report.docx	Uploaded by Charles B.	Feb 27
File	 Tuscaloosa Market Analysis.docx	Uploaded by Charles B.	Feb 27

City of Madison — Madison Market Analysis

File	 Madison Workforce Region Market Analysis.docx	Uploaded by Charles B.	TODAY
File	 Promenade Madison Flyer.pdf	Uploaded by Charles B.	Yesterday
File	 Madison GAP Analysis.xlsx	Uploaded by Charles B.	Yesterday
File	 Madison Retail Recruitment Prospect List.xlsx	Uploaded by Charles B.	Yesterday
File	 Madison Peer Analysis.xlsx	Uploaded by Charles B.	Yesterday

Elmore County Economic Development Authority — City of Tallahassee

File	 Tallahassee Market Analysis.docx	Uploaded by Charles B.	Feb 27
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Elmore County Economic Development Authority — City of Wetumpka

File	 Wetumpka Market Analysis.docx	Uploaded by Charles B.	Feb 27
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City of Chickasaw — Chickasaw Market Analysis

File	 Chickasaw Retail Recruitment Prospect List.xlsx	Uploaded by Charles B.	Feb 27
File	 Chickasaw Peer Analysis.pdf	Uploaded by Charles B.	Feb 27
File	 Chickasaw GAP Summary.pdf	Uploaded by Charles B.	Feb 27
File	 Chickasaw Market Analysis.docx	Uploaded by Charles B.	Feb 27

City of Washington — Washington Market Analysis



[+ Create a new project](#)

Your projects

Retail Strategies

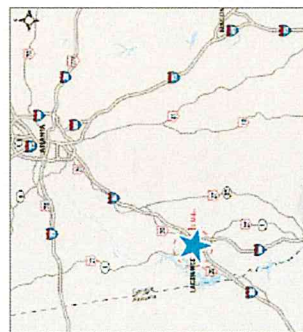
- [Boaz Market Analysis](#)
- [City of Sylacauga](#)
- [City of Thomasville](#)
- [Jasper Market Analysis](#)
- [City of Arab](#)
- [Arab Market Analysis](#)
- [City of Broussard](#)
- [Broussard Market Analysis](#)
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- [Chickasaw Market Analysis](#)
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- [Foley Market Analysis](#)
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- [City of Patterson](#)
- [Patterson Market Analysis](#)
- [City of Trussville](#)
- [Trussville Market Analysis](#)
- [City of Washington](#)
- [Washington Market Analysis](#)



EXAMPLE: PROPERTY MARKETING

AVAILABLE

CITY MARKETPLACE
900 HOGANSVILLE ROAD, LAGRANGE, GEORGIA 30241



- SIZE
- PRICE
- AVAILABLE
- TRAFFIC
- DEMOGRAPHICS

+/- 1000-3,600 SQUARE FEET
CALL FOR PRICING
IMMEDIATELY
10,320 VPD (HOGANSVILLE RD)

	Population	Median Income
3 MILES	24,405	\$31,184
5 MILES	37,025	\$34,625
7 MILES	45,557	\$38,555



DEISEIGH MARCHANT P: 757.627.9088 F: 757.627.9081 DENBEIGH@WHEELERREC.COM



CLIENT REPRESENTATION AT REGIONAL AND NATIONAL RETAIL EVENTS



RECON – Las Vegas – May 2014



Retail Live! Southeast
ATLANTA, GA
September 26, 2013



Atlanta – Fall 2013

Retailer One On One

Nashville – Atlanta - Orlando



EXAMPLES OF SUCCESSFUL RETAIL RECRUITMENT



Lane Parke - Mountain Brook, AL

Retail recruitment, market analysis and leasing services were provided to the owner of a 1950's-era shopping center and apartment complex, which is being redeveloped into a high-end, mixed-use development. Retail Strategies completed the research and made a presentation to the city to rezone the 27 acre site to PUD. Research uncovered an opportunity to recruit luxury retail tenants, most of which are locating in Alabama for the first time. Lane Parke will feature over 160,000 square feet of luxury retail, 25,000 square feet of office space, a 100 room boutique inn, and 320 luxury residential units.



Home Depot – Sylacauga, AL

Market analysis showed the need for a home improvement store in the Sylacauga market. Hired by the city, our team approached all major building supply chains, including Home Depot, with very flexible deal terms on municipally owned property. With creative persistence and continuous follow up, Home Depot decided to locate their first rural store in Sylacauga.



Midtown Village – Tuscaloosa, AL

Retail Strategies was engaged by the City of Tuscaloosa to assist with strategic planning, retail recruitment, and advising the city on zoning ordinances and incentive packages as the city continues to rebuild in the aftermath of the 2011 tornado. Our team was also selected as the listing agent for Midtown Village during its construction phase and has since worked with the owners to take the center to over 80% occupancy, signing anchors like Planet Fitness and Ulta.



Patterson, LA

Retail Strategies is involved in the planning of a 5,000 to 15,000 square foot strip center development in Patterson, LA. Patterson's population is only 6,000, however it borders a city with a population exceeding 15,000. Research is generating interest among retailers interested in entering the market due to the combined buying potential of Patterson and its neighboring trade area. While new retailers in the market will be servicing the trade area as a whole, Patterson will capture the sales tax revenue. The development will be completed in 2013.



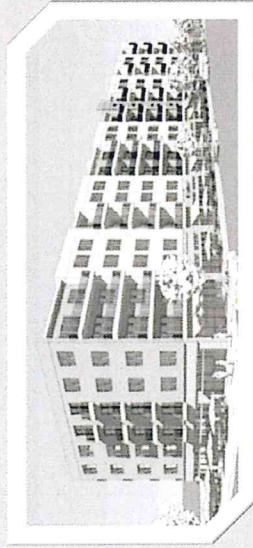
Village Corner - Mountain Brook, AL

Market research revealed a significant gap in the full service restaurant category in a high-end Birmingham suburb. Working with the city to obtain a zoning ordinance for a property that had been a service station since the 1920's, the team assembled the land, managed the environmental clean-up, and developed an upscale 9,000 square foot restaurant and retail project in Spring 2008. The white table-cloth bar and grill is consistently ranked among the area's finest restaurants and the sales tax projections provided by Retail Strategies to the City of Mountain Brook have been met or exceed each year.



Entertainment District – Montgomery, AL

Retail Strategies' data and research showed a gap in Montgomery's downtown entertainment district for a retail and multi-family development. Working with the city of Montgomery, the team secured municipally owned property and is proceeding with a mixed use project consisting of 65 Class A for rent residential units above 16,000 square feet of high-end retail space. Delivery of the residential units is expected to be in Fall 2013.



Winn Dixie – Covington, LA & Birmingham, AL

Retail Specialists recruited a ground-up, remodeled Winn-Dixie to Covington, Louisiana. Construction was completed in February 2010.



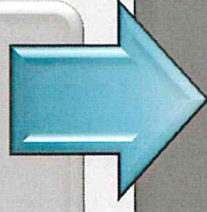
Retail Specialists recruited a remodeled Winn-Dixie to Inverness Corners in Birmingham, Alabama. It is the first new store opening for Winn-Dixie in Alabama in 10 years.



THE RETAIL STRATEGIES PROCESS

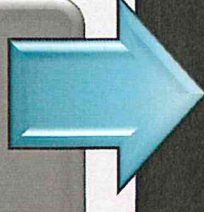
Phase 1

- Market & Retail GAP Analysis
- Peer Identification & Analysis
- Catalog Available Properties



Phase 2

- Identify Retail Prospects
- Finalize Recruitment Plan
- Client Approval of Strategic Plan



Phase 3

- Proactive Recruitment of Retail Prospects
- Representation at ICSC Regional and National Conferences
- Deal Structuring & Site Planning
- Monthly Reporting & Updates to Market Research



PROPOSED CONSULTING ENGAGEMENT COSTS

INITIAL ENGAGEMENT: THREE (3) YEARS

PRICING – YEAR 1

\$ 36,000

Initial Research, Analysis, and Retail Strategic Plan

In addition to the analysis above, this **cost includes the option** for the City of Statesboro to receive on-demand research reports after the initial analysis is completed.

PRICING – YEARS 2 AND 3

\$ 18,000

Retail Strategies, for year two and three of the engagement, will provide updates to the research and on-demand retailer specific research reports.

Retail Strategies will continue to provide the following services:

- Strategic Retail Recruitment Plan
- Identification of Retail Prospects
- Retailer Recruitment and execution of the Retail Recruitment Strategic Plan

PRICING – YEAR 4 AND BEYOND

\$ 18,000

Our clients have the option, beginning in year four, to renew Retail Strategies services on an annual basis at the same cost as year three of the consulting engagement.



CONTACT INFORMATION



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Charles Branch
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charles@retailstrategies.com





City of Statesboro

ENGINEERING DEPARTMENT

MEMORANDUM

To: Frank Parker, City Manager

From: Robert Cheshire, PE, City Engineer *RC*
David L. Hendrix, Assistant City Engineer *DLH*

Re: Recommendation of Low Bidder for "Gentilly Sidewalk Installation Project"

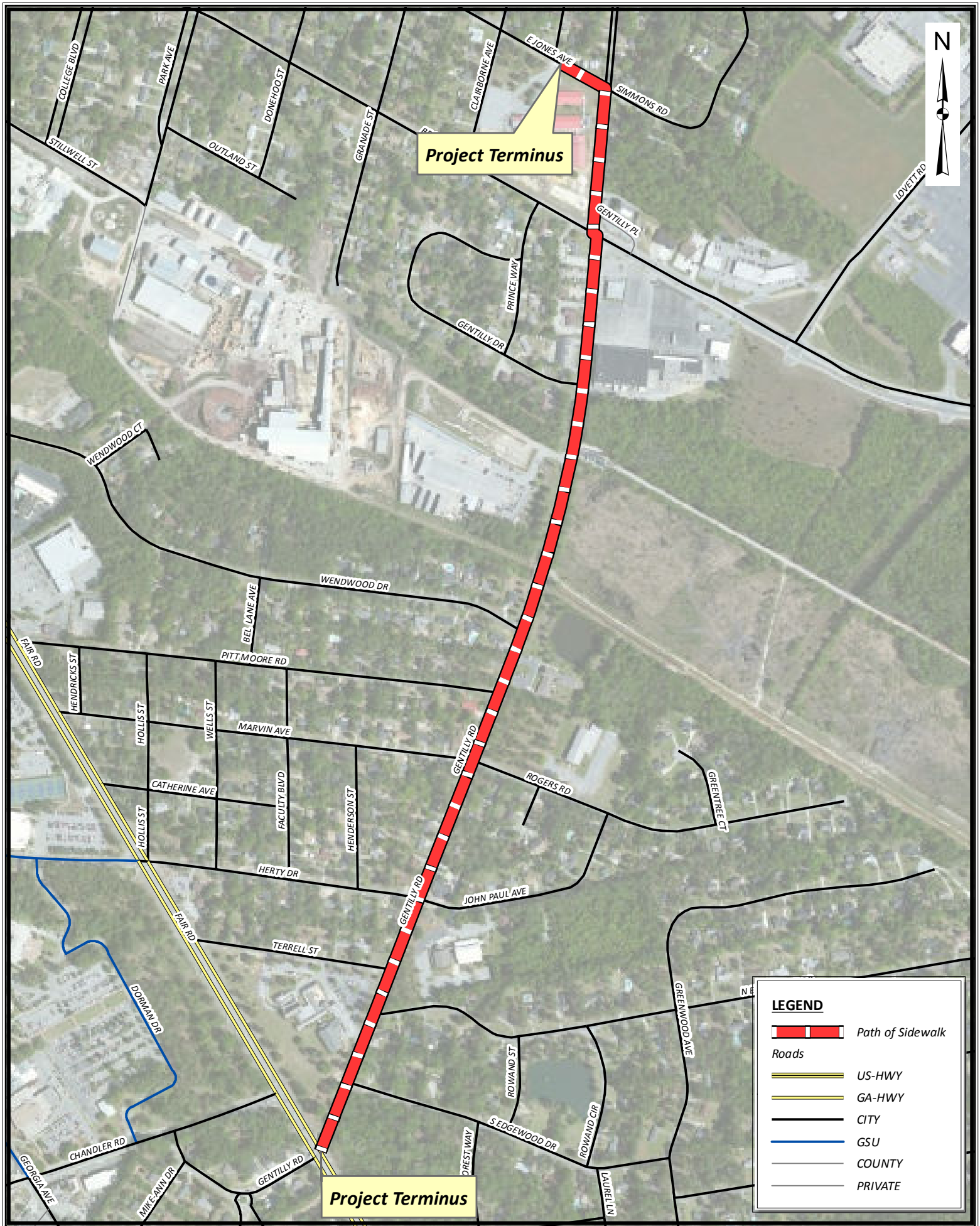
Date: August 6, 2013

Bids for the above referenced project were received on July 16, 2013. The bid results are as follows:

- | | |
|---|--------------|
| • Preferred Site Construction (PSC), LLC: | \$142,075.00 |
| • Get After Enterprises: | \$149,576.00 |
| • Savannah Paving: | \$165,825.00 |
| • Jerry D. Rushing Construction: | \$206,940.77 |

The low bidder, PSC, meets all the requirements of the bid package and submitted an acceptable bid bond. This contractor has completed numerous past projects for the City of Statesboro with positive results. We recommend awarding the contract for the "Gentilly Road Sidewalk Installation Project" to the low bidder, PSC.

Attachment: Project Location Map





QUOTATION

Quote #: 657692030
Customer #: 004241255
Contract #: 24ACC
Customer Agreement #: SWC90813-01
Quote Date: 07/12/2013
Customer Name: CITY OF STATESBORO

Date: 7/12/2013

Thanks for choosing Dell! Your quote is detailed below; please review the quote for product and informational accuracy. If you find errors or desire certain changes please contact your sales professional as soon as possible.

Sales Professional Information

SALES REP: KYLE AVERETTE **PHONE:** 1800 - 5766038
Email Address: Kyle.Averette@Dell.com **Phone Ext:** 5139026

GROUP: 1 QUANTITY: 1 SYSTEM PRICE: \$13,639.79 GROUP TOTAL: \$13,639.79

Description	Quantity
Dell EqualLogic PS4110E, High Capacity, 7.2K NL SAS Drives (225-2855)	1
PS4110E, 24TB capacity, 7.2K NL SAS, 12x 2TB (342-4543)	1
Dual Controllers, 10Gb, HA with failover (331-6720)	1
EqualLogic array may not be returned (468-8817)	1
Synchronous and Point-in-Time Replication (468-7110)	1
Snaps/Clones with integration for MS SQL, Exchange, Hyper V and VMware (468-7155)	1
SAN HQ multi group monitoring software (468-7156)	1
RackRails, RapidRails for Dell Rack (330-6048)	1
Dell ProSupport Plus. For tech support, visit www.dell.com/prosupport/regionalcontacts (951-2015)	1
ProSupport Plus: Next Business Day Onsite Service After Problem Diagnosis, 2 Year Extended (951-3043)	1
ProSupport Plus: Next Business Day Onsite Service After Problem Diagnosis, Initial Year (951-3046)	1
ProSupport Plus: 7x24 HW/SW Tech Support and Assistance, 3 Year (951-3049)	1
Dell Hardware Limited Warranty Extended Year (968-3795)	1
Dell Hardware Limited Warranty Initial Year (968-3805)	1
Remote Implementation of a Dell Equallogic Array (961-3859)	1
Proactive Maintenance Service Declined (926-2979)	1
EqualLogic Reference Architecture, PC8024/PC8024F, PS4110, up to 2 arrays (968-1786)	1
Declined Remote Consulting Service (973-2426)	1
Power Cord, C13 to C14, PDU Style, 12 Amps, 2 meter, Qty 1 (330-3151)	1
Power Cord, C13 to C14, PDU Style, 12 Amps, 2 meter, Qty 1 (330-3151)	1

GROUP: 2 QUANTITY: 2 SYSTEM PRICE: \$6,336.00 GROUP TOTAL: \$12,672.00

Description	Quantity
PowerConnect 8132F, 24x 10GbE SFP+ base ports, up to 32 ports max via optional 40GbE Uplink/Stacking Module (225-3586)	2
Dell ProSupport Plus. For tech support, visit www.dell.com/prosupport/regionalcontacts	2

(951-2015)

ProSupport Plus: Next Business Day Onsite Service After Problem Diagnosis, Initial Year (951-8946) 2

ProSupport Plus: Next Business Day Onsite Service After Problem Diagnosis, 2 Year Extended (951-8956) 2

ProSupport Plus: 7x24 HW/SW Tech Support and Assistance, 3 Year (951-8957) 2

Lifetime Limited Hardware Warranty with Basic Hardware Service Next Business Day Parts Only on your Power Connect Switch (967-1567) 2

Dell Hardware Limited Warranty Initial Year (967-2444) 2

Dell Hardware Limited Warranty Extended Year(s) (967-2500) 2

On-Site Installation Declined (900-9997) 2

Declined Remote Consulting Service (973-2426) 2

Dell Education Services-PCT Networking-No Training Requested (973-0924) 2

Dell Networking, Cable, SFP+ to SFP+, 10GbE, Copper Twinax Direct Attach Cable, 1 Meter (331-5257) 8

SOFTWARE & ACCESSORIES**GROUP TOTAL: \$0.00**

Product	Quantity	Unit Price	Total
Dell Education Services - No EqualLogic Training Requested - visit www.Learndell.com (994-3849)	1	\$0.00	\$0.00
Dell Education Services-PCT Networking-No Training Requested (973-0924)	2	\$0.00	\$0.00

***Total Purchase Price:** **\$26,311.79**

Product Subtotal: **\$26,311.79**

Tax: **\$0.00**

Shipping & Handling: **\$0.00**

State Environmental Fee: **\$0.00**

Shipping Method: **LTL 5 DAY OR LESS**

(Amount denoted in \$)*

Statement of Conditions

The information in this document is believed to be accurate. However, Dell assumes no responsibility for inaccuracies, errors, or omissions, and shall not be liable for direct, indirect, special, incidental, or consequential damages resulting from any such error or omission. Dell is not responsible for pricing or other errors, and reserves the right to cancel orders arising from such errors. Dell may make changes to this proposal including changes or updates to the products and services described, including pricing, without notice or obligation.

This proposal is not intended to create a contractual relationship. Unless expressly agreed otherwise in a writing signed by the parties, all orders by CITY OF STATESBORO for Dell products and services shall be subject to Dell's Terms and Conditions of Sale-Direct, which can be found at www.dell.com/terms, and which incorporate Dell's U.S. Return Policy, at www.dell.com/returnpolicy#total. Please read those terms carefully and in their entirety, and note in particular that Dell EqualLogic and EqualLogic-branded products, Dell EMC and EMC-branded products, PowerVault ML6000 tape libraries, non-Dell-branded enterprise products, enterprise software, and customized hardware or software products may not be returned at any time. Orders also shall be subject to the terms of any applicable service contract(s), which can be found at www.dell.com/servicecontracts.

All information supplied to CITY OF STATESBORO for the purpose of this proposal is to be considered confidential information belonging to Dell.

About Dell

Dell Inc. (NASDAQ: DELL) listens to customers and delivers innovative technology and services they trust and value. Uniquely enabled by its direct business model, Dell is a leading global systems and services company and No. 34 on the Fortune 500. For more information, visit www.dell.com.

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Memo



TO: Frank Parker, City Manager

FROM: Darren Prather, Purchasing Director

DATE: 7-30-2013

Re: Fire Station 1— Phase I Construction Bid

The City of Statesboro issued an invitation to bid on phase I of construction for fire station one. The main focus of phase I is the addition of four (4) additional bays for apparatuses and equipment. This is to include the structure and all required utility connections as well as an upgrade to the aesthetic feature of the complete facility as to tie in all sections of the station. If funds are available for phase II, the existing three (3) bays will be converted into living quarters and phase III will convert the existing living/administrative area into needed administrative offices. It is planned to use significant in-house resources on phases II and III in order to cut costs. Twelve (12) contractors attended the mandatory pre-bid meeting and we received sealed bids from five (5) of these contractors. The bids received are as follows: (bid responses were submitted as a base bid with two optional alternative deducts in which the City of Statesboro reserved the right to select any option that was in the best interest of the City)

<u>Vendor</u>	<u>Base Bid</u>	<u>Alt. 1</u>	<u>Alt. 2</u>
1. CMerrill Const.	\$464,900.00	<u>\$448,400.00</u>	\$458,400.00
2. Kerns Const.	\$736,000.00	\$727,500.00	\$729,500.00
3. Paul Akins Const.	\$564,000.00	\$544,000.00	\$558,000.00
4. Pearce Building Syst.	<u>\$459,829.00</u>	\$450,229.00	<u>\$452,375.00</u>
5. Tippins-Polk Const.	\$599,400.00	\$580,400.00	\$590,800.00

Note: The base bids above are followed by two (2) deductive alternates. The deductive alternate totals represent the base bid amount with the deductive alternate amount subtracted thereby producing the alternate bid totals.

The deductive alternates were included in the bid package in case the submitted base bids ran over the budget estimate of \$600,000. Since the results are considerably lower than projected, we recommend the construction contract be awarded to Pearce Building Systems who offered the lowest responsive base bid in the amount of **\$459,829.00**. The 3% local preference does not apply to this bid as it is a public works project with a cost of over \$100,000.00. Representatives from the Fire Department and Martin & Rule Architects will be at the Council meeting to field any questions that may arise.