

**The Industrial Development Board of the City of Millington, Tennessee**  
**7965 Veterans Parkway, Suite 101**  
**Millington, Tennessee 38053**  
**Minutes of Regular Board Meeting**  
**February 14, 2025**

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**The following Board Members participated:**

Jack Langford  
James Blackwell  
Jim Warberg  
Rod Loggins  
Gregory Moody  
Ken Uselton

**Also participating:**

Jon Crisp  
Deanna Grigsby  
Larry Dagen  
Frankie Dakin  
Don Lowry  
Tricia Adrian  
Mike Gill  
Paul Frazier  
John Perales  
Charlie Reed  
Patsy Patricio  
James Patricio

1. **Determine Quorum** – Secretary and Treasurer Jack Langford opened the meeting at 8:00 a.m. on February 14, 2025. The Board had a moment of silence. Then, the Board and all guests recited the Pledge of Allegiance. Secretary and Treasurer Jack Langford congratulated John Perales on being sworn in as the new Alderman at the City’s Monday night meeting. Though Mr. Perales had to forfeit his seat on the IDB’s Board of Directors and the office of Vice Chairman, the IDB is happy for him and wishes him well on his new adventure. The two newly appointed Directors were welcomed to the Board, those new Directors being Mr. Gregory Moody and Mr. Kenneth Uselton. After determining a quorum, the IDB meeting was called to order.
2. **Public Comment Period** – There were three public comments.
  - a. Paul Frazier wished to speak on some business but did not see it on the agenda. He asked if he could speak on some items of business with the IDB during the Other Business section of the agenda.
  - b. John Perales addressed the Board of Directors and the rest of the room, thanking all for coaching him along the way and helping him to get to where he has gotten. He urged the room to remember that we are One Millington.
  - c. Director James Blackwell spoke to the Board and the room, reminding everyone of the proper etiquette to be able to speak. Anyone wishing to speak must get the attention of the individual running the meeting and wait to be acknowledged. The Board will not tolerate any unauthorized interruptions or side conversations during the meeting.
3. **Consideration of Minutes from the December 13, 2024 Regular Board Meeting** – Secretary and Treasurer Langford introduced the topic and asked if there were any proposed changes to the minutes. There were none. Director James Blackwell made a motion to approve the minutes of the December 13, 2024 regular Board meeting. Director Jim Warberg made a second to the motion. Jack Langford, James Blackwell, Jim Warberg and Rod Loggins voted aye. Greg Moody and Ken Uselton abstained from the vote. Motion carried.
4. **Consideration of the Financial Statements for December 2024 and January 2025** – Secretary and Treasurer Jack Langford introduced the topic and gave a summary of the financial statements for January 2025. The review for the month of January 2025 includes the numbers for December 2024. After his review, Secretary and Treasurer Langford asked if there were any questions or comments on the financials. There were none. Ken Uselton made a motion to



approve the financial statements for December 2024 and January 2025. James Blackwell made a second to the motion. Jack Langford, James Blackwell, Jim Warberg, Rod Loggins, Greg Moody and Ken Uselton voted aye. Motion carried. Don Lowry asked to speak prior to moving on from this topic. He pointed out the difference in stating profit versus income when reading off the financial statements.

5. **Consideration of the Lease Agreement with ParCou, LLC** – Secretary and Treasurer Langford introduced the topic and gave the floor to Assistant Executive Director Deanna Grigsby. Ms. Grigsby informed the Board that a long-time tenant, ParCou, has moved out of Suite 107 but wishes to remain in Suite 104. They are currently under a lease agreement for both spaces. Therefore, a new lease agreement was drafted to show that they are only inhabiting the space of Suite 104 (Suite 104 means the entirety of Suite 104 and Suite 103C&D). The term of the lease is for an initial period of one year and the rent for the space remains the same amount they are currently paying at \$2,515.00 per month. James Blackwell made a motion to approve the lease agreement with ParCou, LLC. Ken Uselton made a second to the motion. Jack Langford, James Blackwell, Jim Warberg, Rod Loggins, Greg Moody, and Ken Uselton voted aye. Motion carries.
  
6. **Airport Land Swap**
  - a. **Consideration of Survey Quote** – Secretary and Treasurer Jack Langford introduced the topic and gave the floor to Attorney Tricia Adrian. Ms. Adrian reminded the Board that there had been several meetings between the City, IDB and Airport on this topic to date. She stated that the best process would be to order a survey of the three largest parcels, two owned by the IDB and one owned by the City. Ms. Adrian recommends that the IDB do the surveys all together despite one being owned by the City, because that results in the best price and it is needed for the economic development of this area anyways. This survey will identify the boundaries of the parcels and allow us to proceed into discussions of how to cut up the properties and what needs subdivision, and will make future sales of the properties controlled by the IDB easier as well. There is one quote offered by Ken Francis at AllWorld Project Management for \$20,150.00 but no timeline was stated in the quote. Pickering offered a quote for \$60,000.00 for an 8-12 week timeline. Director Rod Loggins asked if we have done work with either company before. Ms. Grigsby stated that the IDB has worked with Ken Francis in the past when he worked at Barge Design Group, who is very familiar with the land around the airport controlled by the IDB. Executive Director Mike Gill stated that the airport is federally required to do a lot of survey work on the airport property, and a lot of this data was passed on to AllWorld, which is probably the reason for the large difference in price. Ms. Adrian stated that while the timeline was not expressly stated in the AllWorld quote, it is not likely that there will be a difference in the timeline as 8-12 weeks is pretty standard. City Manager Frankie Dakin clarified that the discussion of the land swap between IDB, Airport and City, covers more properties than these three included in the quote. These three properties are the largest and need the most attention to be cut up for future use, and Ms. Adrian agreed and further clarified that this is just the first step of this long process. Ken Uselton made a motion to accept the proposal as offered by AllWorld Project Management to do the survey with the request that they can perform the survey within 12 weeks. James Blackwell made a second to the motion. Jack Langford, James Blackwell, Jim Warberg, Rod Loggins, Greg Moody, and Ken Uselton voted aye. Motion carried.
  
7. **Nulls Towing** – Secretary and Treasurer Langford introduced the topic and gave the floor to Executive Director Jon Crisp.
  - a. **Consideration of a Letter of Intent** – Mr. Crisp stated that a Letter of Intent was submitted to IDB Staff. This was discussed in conjunction with the item below.
  
  - b. **Consideration of a Purchase and Sales Agreement** – Mr. Crisp informed the Board that there is a state law that exists requiring a wrecker company to have a physical presence in any city or town in which it operates. Nulls Towing approached IDB staff with the goal of buying an acre of property next to Aggreko, right off Ryburn Drive. Ms. Grigsby had the property in question pulled up on the screen for the Board to view. Secretary and Treasurer Langford asked if there was a metes and bounds survey or an ALTA survey required for the sale. Ms. Adrian answered that an ALTA is typically required if the buyer was using a loan, but that she did not know what the



requirements were from Millington's Planning Department on it. City Manager Frankie Dakin had a question regarding the IDB's recent application on the Butler Buildings and why that subdivision would be handled differently than this proposed subdivision application for Nulls Towing. He stated that while the City was excited about a new business coming to Millington, he does not want a developer to believe they can build something on a parcel and then find out that they cannot. Mr. Crisp stated that he was not sure it would be handled differently at this point, and that the applicant for subdivision on this parcel may be the IDB just as it was for the Butler buildings, because the IDB is the owner of the property. Mr. Crisp stated that ultimately, we would need to sit down with Jared Darby, City Planner, to discuss the steps required and the possibilities for this project. Ms. Adrian said that it could be either the buyer or the current owner to apply for the subdivision, but that it would need to be procured before the close of the sale because the IDB cannot sell only one acre of land as that is an illegal lot. Ms. Adrian stated that this Purchase and Sales Agreement did have 120-day due diligence built into it, so these questions could be answered during that period. James Blackwell made a motion to accept the Purchase and Sales Agreement with Nulls Towing and to authorize any officer to sign. Rod Loggins made a second to the motion. Jack Langford, James Blackwell, Jim Warberg, Rod Loggins, Greg Moody, and Ken Uselton voted aye. Motion carried.

8. **Executive Director Update** – Secretary and Treasurer Langford introduced the topic and gave the floor to Executive Director Jon Crisp.
  - a. **Singleton Avenue Maintenance Update** – Mr. Crisp informed the Board that there have been complaints received through the Airport and their tenants about the potholes in Singleton Avenue. These potholes have come about through the trucking school located at the end of Singleton Avenue. There is a recorded Maintenance Agreement with Roadmaster and the IDB that states Roadmaster is responsible for maintaining the road in good condition. Some of these potholes are at least a foot deep and very large. At the time of this meeting, these potholes have been filled. Mike Gill, Executive Director of the Airport, stated that the Airport now plans to move their gate and build a road inside of their fence for their tenants to use. This way, the Airport's tenants won't have to worry about any future potholes going forward.
  - b. **Millington Chamber Lease in March** – Mr. Crisp reminded the Board that over the last couple of years, the IDB and the Chamber have had an in-kind agreement in which the IDB offers a space for the Chamber to operate and in return the IDB receives a sponsorship for the Chamber. Mr. Crisp informed the Board that there is nothing to act upon at this point, it is merely an informational update. The Board will most likely have a new lease agreement to review at the March 14, 2025 Board meeting.
  - c. **Building Improvement** – Mr. Crisp reminded the Board that staff have been pursuing new window treatments for the Boardroom's windows to replace the twenty-year-old vertical blinds. They should be installed soon.
  - d. **Millington Farms Progress and Draws** – Mr. Crisp informed the Board that the Millington Farms TIF has progressed to its 9<sup>th</sup> Draw, and progress is going well.
  - e. **No Change in Jetway from Last Month** – Mr. Crisp stated that there is no change on the Jetway project. But staff does have to complete a few administrative steps, namely the Title VI training. This will be done soon. Due to this, Ms. Grigsby received a new additional title, and she is now the Non-Discrimination Coordinator for the IDB.
9. **Other Business**
  - a. **Consideration to Transfer \$100,000 from Money Market into Checking Account** – Secretary and Treasurer Langford introduced the topic and gave the floor to Ms. Grigsby. Ms. Grigsby reminded the Board that one of the CD's that came due last year was intentionally not renewed, and it was placed in the IDB's Money Market account at Edward Jones to be drawn from at a later date if needed. Ms. Grigsby stated that the time has now come to pull some of it into the IDB's checking account, as the balance of the checking account has reached \$100,000, which is considered low for the IDB's normal operations. Director Rod Loggins asked about the interest earned from the funds in the Money Market. Ms. Grigsby stated that we get about 5% interest off the balance in the




Money Market account but only 0.05% interest off of the balance in the checking account, which is why the funds were left in the Money Market. Director Loggins asked if the staff could move the money, to which staff replied they could not. The accounts are in the name of the IDB, and only Officers of the IDB can authorize any money to be moved. Mr. Crisp explained that the staff could not and would not move any money without the permission of the IDB. Mr. Lowry suggested that the IDB consider only moving a quarter of the proposed \$100,000, to earn as much interest as it possibly can. Mr. Moody stated that we could move money for a specific purpose on a quarterly basis subject to the Secretary and Treasurer's approval. Gregory Moody made a motion to table this item to our next meeting. Ken Uselton made a second to the motion. Jack Langford, James Blackwell, Jim Warberg, Rod Loggins, Greg Moody, and Ken Uselton voted aye. Motion carried.

- b. **Officer Election Discussion** – Director James Blackwell suggested that we have a special meeting between now and the next regular meeting to elect officers. This is to give the Board of Directors a little more time to absorb the recent loss of Mr. Perales and Mr. Vaughn and begin thinking on who they wish to nominate for the vacant offices of Chairman and Vice Chairman. Ms. Grigsby stated that to comply with the Sunshine Law and meet the deadlines of the newspapers, the earliest special-called meeting could be held on February 24<sup>th</sup>, 2025. It was agreed to hold a special-called meeting on this date at 5:00 p.m.
- c. **Website Analytics** – The quarterly website analytics were included in the meeting materials.
- d. **March 14, 2025:** This is the date of the next regular meeting of the Board.
- e. **Other Business** – There was one other item of business to properly come before the Board.
  - i) **New Company Interested in Millington** – Mr. Crisp informed the Board that an established manufacturing company, currently located in a neighboring area, has expressed interest in relocating to Millington due to outgrowing their current space. They have been in operation for forty years and are approaching \$30 million in revenue, and they are the country's leader in the product they manufacture.
  - ii) **Paul Frazier's Request to Speak** – Mr. Frazier stated he wished to check on the status of two Purchase and Sales Contracts he had with the IDB as well as check on the closing for another ongoing Purchase and Sales Agreement for the Butler Buildings. Mr. Crisp stated that the IDB declined the two Purchase and Sales Agreements due to the purchase price being too low. There was more discussion. Mr. Frazier then asked where we were at with the Butler Buildings. Mr. Crisp said the subdivision application passed with conditions, those conditions being that the buyer needed to obtain a demolition permit to prove the buyer would take down the buildings prior to the subdivision being recorded. That was the IDB's understanding. Mr. Frazier stated that he did obtain the demolition permit and so now the IDB will need to confer back with the Planning Department to figure out the hold up. There was more discussion.

10. **Adjourn** – With no other business to discuss, the Board was all in favor of adjourning the meeting.

I have read and approved the above minutes of this regular Board meeting:



Gregory Moody, Chairman



Jack Langford, Vice Chairman