



City of Bristol Tennessee
Bristol Tennessee Industrial Development Board

REQUEST FOR EXPRESSIONS OF INTEREST
FOR THE DEVELOPMENT OF PREMIER RETAIL OR TOURISM PROPERTY

Introduction

The City of Bristol Tennessee and the Bristol Tennessee Industrial Development Board seek qualified developers to partner with the city to develop extraordinary retail or tourism facilities under authority of the new Tennessee Public Chapter 420 signed into law on June 6, 2011. A copy of Public Chapter 420 is enclosed.

Bristol Tennessee is the home of Bristol Motor Speedway which brings over 1,000,000 NASCAR fans to the city each year as well as being nationally-recognized as the Birthplace of Country Music where the “big bang of country music” occurred and the country music industry was born.

Development Opportunity

This is a significant opportunity to finance a major economic development project on Interstate 81 (32,000 vehicles per day) within one day’s drive of the densely populated eastern United States in a Consolidated Statistical Area of 500,000 population.

Development Authority

Public Chapter 420, the Border Region Retail Tourism Development District Act, authorizes the city to incentivize the local development of an “extraordinary retail or tourism facility” in a designated Border Region Retail Tourism Development District.

An extraordinary retail or tourism facility is a single store, series of stores, or other tourism facility that is reasonably expected to:

- (1) Draw at least one million visitors a year upon completion,
- (2) Require a capital investment of at least \$20 million dollars including land, buildings, and site preparation costs, and
- (3) Remit at least \$2 million dollars in state sales tax and use tax annually upon completion.

Under this authority, sales and use tax revenue generated from the development may be used to provide direct or indirect financial assistance to a project including:

- Funds for location assistance;
- Grants and loans for land, buildings, or infrastructure;

- The purchase, lease, grant, construction, reconstruction, improvement, acquisition, or conveyance of land, buildings, equipment, or other infrastructure; and
- Public works improvements essential to the project.

A project will be funded through an extraordinary allocation of sales and use taxes to the city generated from the project in an amount equal to 75% of the sales and use tax collections in excess of base tax revenues for up to 30 years.

Eligible properties must be located within the City of Bristol Tennessee within one-half mile of Exit 74 on Interstate 81, and must not exceed 950 acres in total. A map depicting the area of project eligibility is enclosed.

Developer Interest

Qualified developers are requested to submit a letter of interest to develop an eligible economic development project under the authority of Public Chapter 420. The letter of interest should include:

1. Information about the developer and its experience in major land and commercial development projects;
2. A list of major projects;
3. A summary of project approach; and
4. Key contact information.

Upon receipt of letters of interest, meetings will be held with prospective developers to select a partner and establish a process for advancing a project.

Please send or email your letter of interest to:

Jeffrey J. Broughton
City Manager
P.O. Box 1181
Bristol, Tennessee 37620

jbroughton@bristoltn.org

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An informational conference call will be held at 3:00 p.m. EST on Wednesday, July 27, 2011 to discuss this project opportunity further. Please confirm your interest in participating in the call not later than the close of business on Friday, July 22, 2011 to Mike Sparks, Deputy City Manager – Development, at 423-989-5516 or mspark@bristoltn.org. Call information will be sent early the following week to all interested parties. The identity of the participants will be maintained in confidence.



State of Tennessee
PUBLIC CHAPTER NO. 420

SENATE BILL NO. 1420

By Watson, Herron, Mr. Speaker Ramsey

Substituted for: House Bill No. 1827

By Lundberg, Harrison, Shipley, Powers, Fitzhugh

AN ACT to amend Tennessee Code Annotated, Title 7 and Title 67, Chapter 6, to enact the "Border Region Retail Tourism Development District Act".

BE IT ENACTED BY THE GENERAL ASSEMBLY OF THE STATE OF TENNESSEE:

SECTION 1. Tennessee Code Annotated, Title 7, is amended by adding Sections 2 through 12 as a new chapter thereto.

SECTION 2. This chapter shall be known and may be cited as the "Border Region Retail Tourism Development District Act".

SECTION 3. The purpose of this chapter is to increase tourism and the competitiveness of this state with bordering states by empowering local governments to encourage the development of extraordinary retail or tourism facilities, including shopping, recreational, and other activities.

SECTION 4. As used in this chapter, unless the context otherwise requires:

(1) "Base tax revenues" means the revenues generated from the collection of state sales and use taxes from all businesses within the applicable border region retail tourism development district as of the end of the fiscal year of this state immediately prior to the year in which the municipality or industrial development corporation is entitled to receive an allocation of tax revenue pursuant to this chapter. In no event shall the apportionment pursuant to this chapter be adjusted to reduce the economic benefit to the municipality as is provided in this chapter;

(2) "Best interests of the state" means a determination by the Commissioner of Revenue, with approval by the Commissioner of Economic and Community Development, that:

(A) The economic development project or extraordinary retail or tourism facility within the district is a result of the special allocation and distribution of state sales tax provided for in Section 7; and

(B) The district is a result of the project or extraordinary retail or tourism facility;

(3) "Border region retail tourism development district" or "district" means one (1) or more parcels of real property located within a municipality, some part of whose corporate limits borders a neighboring state, and which some boundary of a district is no more than one-half (1/2) mile from an existing federally-designated interstate exit, is no more than twelve (12) miles from a state border as measured by straight line, is no larger than a total area of nine hundred fifty (950) acres, and designated as a border region retail tourism development district by a municipal ordinance and certified by the commissioner;

(4) "Commissioner" means the Commissioner of Revenue;

(5) "Cost" means all cost of an economic development project in a district incurred by the municipality or industrial development corporation including, but not limited to, the cost of developing the district, as well as acquisition, design, construction, renovation, improvement, demolition, and relocation of any improvements; the cost of labor, materials, and equipment; the cost of all lands, property rights, easements and franchises required; financing charges, interest, and debt service prior to, during, or after construction; the cost of issuing bonds in connection with any financing, cost of plans and specifications, services and estimates of

costs and of revenue; cost of direct or indirect assistance, including funds for location assistance; cost of site preparation, engineering, accounting, and legal services; all expenses necessary or incident to determining the feasibility or practicability of such acquisitions or constructions; salaries, overhead, and other costs of the municipality or industrial development corporation allocated to the project, including new development or subsequent phases of the project to be completed within the thirty-year period established in Section 5(d), and administrative, legal, and engineering expenses and such other expenses as may be necessary or incident to such acquisition, design, construction, renovation, demolition, relocation, or the financing thereof, including any such costs incurred by a municipality or industrial development corporation relating to the development of an extraordinary retail or tourism facility within two years (2) prior to the municipality's designation of the proposed border region retail tourism development district for such project;

(6) "Economic development project" or "project" means the provision of direct or indirect financial assistance, including funds for location assistance, to an extraordinary retail or tourism facility and other retail or tourism facilities developed to accompany the extraordinary retail or tourism facility in a border region retail tourism development district by a municipality or an industrial development corporation including, but not limited to, the purchase, lease, grant, construction, reconstruction, improvement, or other acquisition or conveyance of land, buildings or equipment, or other infrastructure; public works improvements essential to the location of an extraordinary retail or tourism facility and other retail or tourism facilities developed to accompany the extraordinary retail or tourism facility; payments for professional services contracts necessary for a municipality or industrial development corporation to implement a plan or project; the provision of direct loans or grants for land, buildings, or infrastructure; and loan guarantees securing the cost of land, buildings, location assistance, or infrastructure in an amount not to exceed the revenue that may be derived from the sales and use tax transferred to the municipality as provided in this chapter. It also includes development of parks, plazas, sidewalks, access ways, roads, drives, bridges, ramps, landscaping, signage, parking lots, parking structures, and other public improvements constructed or renovated by the municipality or an industrial development corporation in connection with the project in the district and any related infrastructure and utility improvements for public or private peripheral development for the district and which is constructed, renovated, or installed by the municipality or an industrial development corporation;

(7) "Extraordinary retail or tourism facility" means a single store, series of stores, or other public tourism facility or facilities located within a border region retail tourism development district, and shall include retail or other public tourism facilities that are reasonably anticipated to draw at least one million (1,000,000) visitors a year upon completion. The extraordinary retail or tourism facility shall reasonably be expected to require a capital investment of at least twenty million dollars (\$20,000,000) including land, buildings, site preparation costs, and is reasonably anticipated to remit at least two million dollars (\$2,000,000) in state sales and use tax, annually, when completed;

(8) "Industrial development corporation" means a corporation created or authorized by a municipality or county pursuant to Chapter 53 of this title;

(9) "Municipal governing body" means the city council, city commission, or board of mayor and aldermen of a city; and

(10) "Municipality" means an incorporated city located in this state.

SECTION 5. (a) To be entitled to receive the apportionment of state sales and use taxes as provided in this chapter, the requirements set forth in subdivisions (1) - (4) shall be met.

(1) A municipal legislative body shall adopt an ordinance designating the boundaries of the border region retail tourism development district; provided, however, no municipality shall contain more than one (1) such district.

(2) The municipality shall then file a certified copy of the ordinance with the commissioner along with a request for certification of the district. The request shall include a master development plan for the proposed district containing such information as may be reasonably required by the commissioner.

(3) The commissioner shall promptly review the request to confirm that the proposed boundaries of the proposed border region retail tourism development district do not exceed the maximum size set forth in this chapter. If the commissioner determines that the boundaries of the proposed border region retail tourism development district exceeds the area allowed by this chapter, then the commissioner

may adjust or reduce the boundaries of the proposed district in consultation with the municipality. In reviewing the request, the commissioner shall inform the Commissioners of Economic and Community Development and Tourist Development of the pending request.

(4) If the commissioner, with approval by the Commissioner of Economic and Community Development, determines that the special allocation of state sales tax, as authorized by Section 7 of this act, is in the best interests of the state, then the commissioner shall approve the request and certify the district. Upon certification of the district, the commissioner shall provide prompt notice of the certification to the Commissioner of Economic and Community Development, the Commissioner of Tourist Development, and the requesting municipal governing body.

(b) Upon certification of the district, state sales and use taxes shall be apportioned and distributed to the municipality as provided in this chapter.

(c) The apportionment and distribution of state sales and use taxes to the municipality as provided in this chapter shall commence at the beginning of the fiscal year after the certification of the district; provided, that prior to the beginning of such fiscal year and on an annual basis thereafter, the municipality shall submit to the commissioner a summary of the cost of the economic development project with supporting documentation, certified by the chief financial officer of the municipality, which shall include the cost of any new phases or additional development of the project to be completed within the thirty-year time limitation established in subsection (d). The commissioner shall review the cost certification to confirm that state sales and use taxes, in the amount determined by the commissioner, should be apportioned and distributed to the municipality pursuant to this chapter and shall notify the Department of Economic and Community Development of such.

(d) Additional development or new phases of a project within a certified district shall not be initiated after the expiration of twenty (20) years following certification of the district. The certified district shall be dissolved following the expiration of thirty (30) years, or upon the date on which the cost of the project has been fully paid, whichever is sooner; provided, that the thirty-year period in this subsection (d) shall be concurrent with the time limitation established in Section 7 of this act.

SECTION 6. Annual adjustments to the sales and use tax revenues collected in the district shall be made by the Department of Revenue within ninety (90) days of the end of each fiscal year and shall be effective immediately upon notification of such adjustment from the Department of Revenue to the municipality or industrial development corporation.

SECTION 7. (a) Notwithstanding the allocations provided for in § 67-6-103(a), if a municipality or industrial development corporation finances, constructs, leases, equips, renovates, assists, incents, or acquires an extraordinary retail or tourism facility or a project in a certified district, then seventy-five percent (75%) of state sales and use tax collected in the district in excess of base tax revenues shall be apportioned and distributed to the municipality in an amount equal to the incremental increase in state sales and use taxes derived from the sale of goods, products, and services within the district in excess of base tax revenues.

(b) Apportionment and distribution of such taxes shall continue for a period of thirty (30) years, or until the date on which all the cost of the economic development project, including any principal and interest on indebtedness, including refunding indebtedness of the municipality or industrial development corporation related to the development of the project have been fully paid, whichever is sooner. Following the expiration of this thirty-year period, or upon the date on which such cost has been fully paid, whichever is sooner, all amounts that would have otherwise been distributed to the municipality or retained in lieu of distribution shall be allocated as provided elsewhere without regard to this chapter.

(c) Tax revenue distributed to the municipality pursuant to this chapter shall be for the exclusive use of the municipality or the industrial development corporation formally designated by the municipality for payment of the cost of the economic development project, including principal and interest on indebtedness, including refunding indebtedness of the municipality or industrial development corporation related to the development of the project. The apportionment and payment shall be made by the Department of Revenue to the municipality within ninety (90) days of the end of each fiscal year for which the municipality is entitled to receive an allocation and payment pursuant to this chapter.

SECTION 8. An eligible municipality in which a district is located is authorized to delegate to any industrial development corporation within the county or counties where the municipality is

located the authority to carry out all or part of the project and to issue revenue bonds to finance a project within a district and to incur cost for the project; provided, that the municipality may enter into an agreement with an industrial development corporation in which the municipality shall agree to promptly pay to the industrial development corporation the tax revenues received pursuant to this chapter sufficient to service the repayment of such bonds and costs incurred by the industrial development corporation for the project. Upon receipt, that portion of such tax revenues shall be held in trust by the municipality for the benefit of the industrial development corporation.

SECTION 9. Any bonds, notes, refunding bonds, or other indebtedness relative to the cost of an economic development project shall not be issued for a term longer than thirty (30) years and the municipality or industrial development corporation is authorized to pledge all proceeds or taxes received by it pursuant to this chapter to the payment of principal of and interest on such bonds, notes, or other indebtedness; provided, that the thirty-year period in this section shall be concurrent with the time limitation established in Section 7 of this act.

SECTION 10. Prior to the issuance of any bonds to finance the cost of an economic development project that will be repaid in whole or part from apportionments under this chapter, the municipality or industrial development corporation issuing such bonds shall submit a proposed debt amortization schedule for such bonds to the commissioner for approval. Such schedule shall show the anticipated contribution to be made to the annual debt service for such bonds from the apportionment of sales and use taxes pursuant to this chapter and all other sources. After the date of issuance of such bonds, the municipality shall continue to contribute each year thereafter until such bonds are retired or a sufficient sinking fund has been established for their retirement.

SECTION 11. A municipality may, including through an industrial development corporation, limit, condition, or provide incentives or financial support in the district as it deems appropriate, including the requirement that the benefited property owners participate in the repayment of such in an amount equal to twenty-five percent (25%) of the property tax for the real property owned by the property owner in the district each year, for such length of time as the municipality receives an appropriation of sales and use tax in accordance with this chapter and the property owner provides a lien on the property for such repayment; provided, however, a municipality may not provide financial assistance to the location or relocation of existing retailers located within a fifteen-mile radius of the district, provided such existing location is inside the borders of this state, unless the sales floor space is increased by thirty-five percent (35%) or greater from such existing store. Furthermore, a municipality may allocate some or all of the incremental increase in property tax revenue directly as a result of the development within the district to pay for some costs associated with the district formation as well as economic development projects or extraordinary retail or tourism projects within the district.

SECTION 12. Notwithstanding any law to the contrary, the municipality and the industrial development corporation are authorized to exercise all power and rights, express or implied, granted by this chapter.

SECTION 13. Tennessee Code Annotated, Section 7-53-101(13), is amended by adding the following new, appropriately designated subdivision:

() Any economic development project as defined in Section 4;

SECTION 14. Tennessee Code Annotated, Section 67-6-103, is amended by adding the following new, appropriately designated subsection:

() Notwithstanding the provisions of Section 7 of this act to the contrary, no portion of the revenue derived from the increase in the rate of sales and use tax allocated to educational purposes pursuant to Acts 1992, Ch. 529, § 9, and no portion of the revenue derived from the increase in the rate of sales and use tax from six percent (6%) to seven percent (7%) contained in Acts 2002, Ch. 856, § 4, shall be distributed to the municipality. The revenue shall continue to be allocated as provided in Acts 1992, ch. 529 and Acts 2002, Ch. 856, respectively.

SECTION 15. Tennessee Code Annotated, Section 67-6-601(c), is amended by adding at the end of the last sentence of that subsection before the period the language "and industrial development corporations created pursuant to Title 7, Chapter 53".

SECTION 16. This act shall take effect on July 1, 2011, the public welfare requiring it.

SENATE BILL NO. 1420

PASSED: May 21, 2011



RON RAMSEY
SPEAKER OF THE SENATE



BETH HARWELL, SPEAKER
HOUSE OF REPRESENTATIVES

APPROVED this 6 day of June 2011



BILL HASLAM, GOVERNOR

KINGSPORT – JOHNSON CITY – BRISTOL, TN – BRISTOL, VA
CONSOLIDATED STATISTICAL AREA

Population Characteristics		
Date	CSA	Sullivan County
2000	480,091	153,098
2010	500,538	156,823

2009 CSA per capita income \$31,381
2009 Sullivan County per capita income \$34,081

Labor Force		
Area	Labor Force	Unemployment Rate
CSA	248,330	8.8
Sullivan County	74,840	8.4

Occupied Housing Units		
Date	CSA	Sullivan County
2000	199,218	63,556
2010	212,383	66,298

Description	5 miles radius	15 mile radius	25 mile radius
Population	52,349	128,383	409,313
Households	23,318	55,317	174,844
Families	15,302	38,805	119,873
Housing Units	25,635	60,923	192,898
2010 Average Household Size	2.19	2.27	2.26
2010 Median Age	42.8	42.32	41.47
2010 Median All Owner-Occupied Housing Value	\$103,230	\$109,292	\$112,705
2010 Est. Average Effective Buying Income	\$40,477	\$43,308	\$42,922
2010 Est. Median Effective Buying Income	\$31,421	\$33,790	\$33,081
2010 Est. Aggregate Effective Buying Income	\$943,821,631	\$2,395,661,178	\$7,504,619,129

VIRGINIA
TENNESSEE

BRISTOL WEST BLVD

W STATE ST

EXIT 74 AREA
BRISTOL, TENNESSEE
0.5 mi RADIUS

HWY 11W

EXIT 74

MEDICAL PARK BLVD

MEADOWVIEW RD

BRISTOL REGIONAL
MEDICAL CENTER

ISLAND RD

0.5 mi
RADIUS

INTERSTATE 81

0 1000 Feet

