

**MINUTES OF THE  
ECONOMIC DEVELOPMENT COMMITTEE  
MEETING**

7:30 a.m.

May 27th, 2022

Mayor Genshaw brought the meeting to order with the following committee members present: Councilman Dan Henderson, Mrs. Joan Neal, City Manager Charles Anderson, and Director of Economic Development and Community Relations Trisha Newcomer.

Director of Economic Development and Community Relations Trisha Newcomer presented Agenda Item #1: Discuss and rank proposals received for the City Property Disposal RFP – Nylon Boulevard lots. Mrs. Newcomer went over the details of the Request for Proposal and noted the lots are zoned R-1 Low-Density Residential and there are currently no City utilities servicing. She reminded the committee the RFP does specify there can be no further subdivision of the lots and should the purchaser not meet the conditions set forth in the agreement the City does have the ability to repurchase the lots back from the developer, at the same price of the initial sale.

Mrs. Newcomer noted proposals were received from DR Horton and Insight Homes, and a rubric was included for the committee to score each proposal. She then opened the floor to discussion.

Councilman Henderson asked about the Development Cost and Land Acquisition Costs figures presented in DR Horton's proposal and inquired whether the total for these is the proposed purchase price. City Manager Anderson stated his interpretation of the information was that the Land Acquisition Cost is the figure DR Horton is proposing for the purchase of the property and the Development Cost represents the estimates for building the home, connecting to City utilities, etc.

Mayor Genshaw noted the large difference in the purchase price for each proposal and that he felt the design presented by Insight Home was a more cohesive fit with the existing homes on Nylon Boulevard.

Councilman Henderson added he is somewhat familiar with Insight Homes' product and there is a distinct difference in the design compared to DR Horton.

City Manager Anderson added that DR Horton's proposal involves the construction of all five homes simultaneously; while, Insight Homes seems to have more opportunity for more customization. He also expressed his disappointment that neither proposal included adequate references. Mrs. Newcomer agreed and noted that Insight Homes also has a greater selection of home models to choose from.

Mrs. Neal stated she was also in favor of Insight Homes' proposal; however, she feels there should be a stipulation regarding how many of the same model homes can be built on the lots. Mrs. Newcomer this caveat should be included in the recommendation proposed by the committee.

City Manager Anderson explained the recommendation would also need to be made to present to City Council for approval, with the developer present. He added a Pos-Closing Agreement would need to be prepared to ensure the developer adheres to the stipulations laid out by the city.

Mayor Genshaw then called for a motion. Councilman Henderson made a motion to provide a recommendation to City Council to approve the Request for Proposal submitted by Insight Homes. He noted he would like to bring the concern for home design differentiation to Council's attention but would prefer not to include it in the motion. Mrs. Neal seconded the motion. The motion so passed with all those present voting in favor.

With no other questions or comments, Mayor Genshaw called for a motion to adjourn. Mrs. Neal made a motion to adjourn the Economic Development Committee Meeting; Councilman Henderson seconded the motion. The meeting closed at 7:46 a.m.

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