



# City of Jonesboro

Municipal Center  
300 S. Church Street  
Jonesboro, AR 72401

## Meeting Minutes Finance & Administration Council Committee

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Tuesday, November 14, 2023

4:00 PM

Municipal Center, 300 S. Church

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### 1. CALL TO ORDER

### 2. ROLL CALL (ELECTRONIC ATTENDANCE) CONFIRMED BY CITY CLERK APRIL LEGGETT

**Present** 7 - Joe Hafner; Charles Coleman; Ann Williams; John Street; David McClain; Brian Emison and Anthony Coleman

### 3. APPROVAL OF MINUTES

[MIN-23:105](#)

Minutes for the Finance & Administration Committee Meeting on Tuesday, October 31, 2023

**Attachments:** [Minutes](#)

**A motion was made by John Street, seconded by Brian Emison, that this matter be Passed . The motion PASSED with the following vote.**

**Aye:** 6 - Charles Coleman; Ann Williams; John Street; David McClain; Brian Emison and Anthony Coleman

### 4. NEW BUSINESS

#### *RESOLUTIONS TO BE INTRODUCED*

[RES-23:239](#)

RESOLUTION BY THE CITY COUNCIL OF THE CITY OF JONESBORO, ARKANSAS, TO PLACE A MUNICIPAL LIEN ON PROPERTY LOCATED AT 01-134032-11700 ON GLADYS, JONESBORO, AR 72401, PARCEL 01-134032-11700, OWNED BY JIMMY ODLE IN THE AMOUNT OF \$365

**Sponsors:** Code Enforcement and Finance

**Attachments:** [01-134032-11700 on Gladys Affidavit](#)  
[01-134032-11700 on Gladys Council Letter](#)  
[Gladys](#)

**A motion was made by John Street, seconded by Brian Emison, that this matter be Recommended to Council . The motion PASSED with the following vote.**

**Aye:** 6 - Charles Coleman; Ann Williams; John Street; David McClain; Brian Emison and Anthony Coleman

[RES-23:244](#)

RESOLUTION BY THE CITY COUNCIL OF THE CITY OF JONESBORO,

ARKANSAS, TO PLACE A MUNICIPAL LIEN ON PROPERTY LOCATED AT 221 N. DRAKE, JONESBORO, AR 72401, PARCEL 01-144181-62800, OWNED BY PHILLIP PRICE IN THE AMOUNT OF \$275

**Sponsors:** Code Enforcement and Finance

**Attachments:** [221 N Drake Affidavit](#)  
[221 N Drake Council Letter](#)  
[221 & 223 N Drake](#)

**A motion was made by John Street, seconded by Brian Emison, that this matter be Recommended to Council . The motion PASSED with the following vote.**

**Aye:** 6 - Charles Coleman;Ann Williams;John Street;David McClain;Brian Emison and Anthony Coleman

[RES-23:245](#)

RESOLUTION BY THE CITY COUNCIL OF THE CITY OF JONESBORO, ARKANSAS, TO PLACE A MUNICIPAL LIEN ON PROPERTY LOCATED AT 223 N. DRAKE, JONESBORO, AR 72401, PARCEL 01-144181-61600, OWNED BY PHILLIP PRICE IN THE AMOUNT OF \$275

**Sponsors:** Code Enforcement and Finance

**Attachments:** [223 N Drake Affidavit](#)  
[223 N Drake Council Letter](#)  
[221 & 223 N Drake](#)

**A motion was made by John Street, seconded by Brian Emison, that this matter be Recommended to Council . The motion PASSED with the following vote.**

**Aye:** 6 - Charles Coleman;Ann Williams;John Street;David McClain;Brian Emison and Anthony Coleman

[RES-23:246](#)

RESOLUTION BY THE CITY COUNCIL OF THE CITY OF JONESBORO, ARKANSAS, TO PLACE A MUNICIPAL LIEN ON PROPERTY LOCATED AT 304 W. EASY, JONESBORO, AR 72401, PARCEL 01-144072-07000, OWNED BY RONALD RICHARDSON IN THE AMOUNT OF \$165

**Sponsors:** Code Enforcement and Finance

**Attachments:** [304 W Easy Affidavit](#)  
[304 W Easy Council Letter](#)  
[304 W Easy B&S Invoice Letter](#)  
[304 W Easy Council Letter](#)  
[304 W Easy Inspection Letter](#)  
[Request and Invoice](#)

**A motion was made by John Street, seconded by Brian Emison, that this matter be Recommended to Council . The motion PASSED with the following vote.**

**Aye:** 6 - Charles Coleman;Ann Williams;John Street;David McClain;Brian Emison and Anthony Coleman

[RES-23:248](#)

RESOLUTION BY THE CITY COUNCIL OF THE CITY OF JONESBORO, ARKANSAS, TO PLACE A MUNICIPAL LIEN ON PROPERTY LOCATED AT 412 N. BRIDGE, JONESBORO, AR 72401, PARCEL 01-144181-08800, OWNED BY DOWNSTREAM INVESTMENTS, LLC IN THE AMOUNT OF \$275

**Sponsors:** Code Enforcement and Finance

**Attachments:** [412 N Bridge Affidavit](#)  
[412 N Bridge Council Letter](#)  
[412 N Bridge](#)

**A motion was made by John Street, seconded by Brian Emison, that this matter be Recommended to Council . The motion PASSED with the following vote.**

**Aye:** 6 - Charles Coleman;Ann Williams;John Street;David McClain;Brian Emison and Anthony Coleman

[RES-23:249](#)

RESOLUTION BY THE CITY COUNCIL OF THE CITY OF JONESBORO, ARKANSAS, TO PLACE A MUNICIPAL LIEN ON PROPERTY LOCATED AT 414 N. BRIDGE, JONESBORO, AR 72401, PARCEL 01-144181-08500, OWNED BY DOWNSTREAM INVESTMENTS, LLC IN THE AMOUNT OF \$275

**Sponsors:** Code Enforcement and Finance

**Attachments:** [414 N Bridge Affidavit](#)  
[414 N Bridge Council Letter](#)  
[414 N Bridge](#)

**A motion was made by John Street, seconded by Brian Emison, that this matter be Recommended to Council . The motion PASSED with the following vote.**

**Aye:** 6 - Charles Coleman;Ann Williams;John Street;David McClain;Brian Emison and Anthony Coleman

[RES-23:250](#)

RESOLUTION BY THE CITY COUNCIL OF THE CITY OF JONESBORO, ARKANSAS, TO PLACE A MUNICIPAL LIEN ON PROPERTY LOCATED AT 602 S. FLINT, JONESBORO, AR 72401, PARCEL 01-144183-30200, OWNED BY D & G RENTALS, LLC IN THE AMOUNT OF \$275

**Sponsors:** Code Enforcement and Finance

**Attachments:** [602 S Flint Affidavit](#)  
[602 S Flint Council Letter](#)  
[602 S Flint](#)

**A motion was made by John Street, seconded by David McClain, that this matter be Recommended to Council . The motion PASSED with the following vote.**

**Aye:** 6 - Charles Coleman;Ann Williams;John Street;David McClain;Brian Emison and Anthony Coleman

[RES-23:251](#)

RESOLUTION BY THE CITY COUNCIL OF THE CITY OF JONESBORO, ARKANSAS, TO PLACE A MUNICIPAL LIEN ON PROPERTY LOCATED AT 808 WARREN, JONESBORO, AR 72401, PARCEL 01-144074-12300, OWNED BY FAITH SOULS OUTREACH MINISTRIES INC. IN THE AMOUNT OF \$275

**Sponsors:** Code Enforcement and Finance

**Attachments:** [808 Warren Affidavit](#)  
[808 Warren Council Letter](#)  
[808 Warren](#)

**A motion was made by John Street, seconded by Brian Emison, that this matter be Recommended to Council . The motion PASSED with the following vote.**

**Aye:** 6 - Charles Coleman;Ann Williams;John Street;David McClain;Brian Emison and Anthony Coleman

[RES-23:252](#)

RESOLUTION BY THE CITY COUNCIL OF THE CITY OF JONESBORO, ARKANSAS, TO PLACE A MUNICIPAL LIEN ON PROPERTY LOCATED AT 815 WITT ST., JONESBORO, AR 72401 , PARCEL 01-144192-36600, OWNED BY JAMES III & WOODROW WALKER IN THE AMOUNT OF \$315

**Sponsors:** Code Enforcement and Finance

**Attachments:** [815 Witt Affidavit](#)  
[815 Witt Council Letter](#)  
[815 Witt](#)

**A motion was made by John Street, seconded by David McClain, that this matter be Recommended to Council . The motion PASSED with the following vote.**

**Aye:** 5 - Ann Williams;John Street;David McClain;Brian Emison and Anthony Coleman

**Absent:** 1 - Charles Coleman

[RES-23:253](#)

RESOLUTION BY THE CITY COUNCIL OF THE CITY OF JONESBORO, ARKANSAS, TO PLACE A MUNICIPAL LIEN ON PROPERTY LOCATED AT 816 HOOVER, JONESBORO, AR 72401, PARCEL 01-144181-14800, OWNED BY ROBERT WHITAKER IN THE AMOUNT OF \$275

**Sponsors:** Code Enforcement and Finance

**Attachments:** [816 Hoover Affidavit](#)  
[816 Hoover Council Letter](#)  
[816 Hoover](#)

**A motion was made by John Street, seconded by Brian Emison, that this matter be Recommended to Council . The motion PASSED with the following vote.**

**Aye:** 6 - Charles Coleman;Ann Williams;John Street;David McClain;Brian Emison and Anthony Coleman

[RES-23:255](#)

RESOLUTION BY THE CITY COUNCIL OF THE CITY OF JONESBORO, ARKANSAS, TO PLACE A MUNICIPAL LIEN ON PROPERTY LOCATED AT 1104 PRATT CIRCLE, JONESBORO, AR 72401, PARCEL 01-144082-12300, OWNED BY CLAUDE MCDANIEL IN THE AMOUNT OF \$275

**Sponsors:** Code Enforcement and Finance

**Attachments:** [1104 Pratt Cir Affidavit](#)  
[1104 Pratt Cir Council Letter](#)  
[1104 Pratt Cir](#)

**A motion was made by John Street, seconded by Brian Emison, that this matter be Recommended to Council . The motion PASSED with the following vote.**

**Aye:** 5 - Ann Williams;John Street;David McClain;Brian Emison and Anthony Coleman

**Absent:** 1 - Charles Coleman

[RES-23:257](#)

RESOLUTION BY THE CITY COUNCIL OF THE CITY OF JONESBORO, ARKANSAS, TO PLACE A MUNICIPAL LIEN ON PROPERTY LOCATED AT 1222 E. WASHINGTON, JONESBORO, AR 72401, PARCEL 01-144173-12200, OWNED BY JASON E. & STEPHANIE MARSHALL IN THE AMOUNT OF \$315

**Sponsors:** Code Enforcement and Finance

**Attachments:** [1222 E Washington Affidavit](#)  
[1222 E Washington Council Letter](#)  
[1222 E Washington](#)

**A motion was made by John Street, seconded by Brian Emison, that this matter be Recommended to Council . The motion PASSED with the following vote.**

**Aye:** 5 - Ann Williams;John Street;David McClain;Brian Emison and Anthony Coleman

**Absent:** 1 - Charles Coleman

[RES-23:258](#)

RESOLUTION BY THE CITY COUNCIL OF THE CITY OF JONESBORO, ARKANSAS, TO PLACE A MUNICIPAL LIEN ON PROPERTY LOCATED AT 1328 HUNTINGTON, JONESBORO, AR 72401, PARCEL 01-143133-18100, OWNED BY DKI, LLC IN THE AMOUNT OF \$275

**Sponsors:** Code Enforcement and Finance

**Attachments:** [1328 Huntington Affidavit](#)  
[1328 Huntington Council Letter](#)  
[1328 Huntington](#)

**A motion was made by John Street, seconded by Brian Emison, that this matter be Recommended to Council . The motion PASSED with the following vote.**

**Aye:** 5 - Ann Williams;John Street;David McClain;Brian Emison and Anthony Coleman

**Absent:** 1 - Charles Coleman

[RES-23:259](#)

RESOLUTION BY THE CITY COUNCIL OF THE CITY OF JONESBORO, ARKANSAS, TO PLACE A MUNICIPAL LIEN ON PROPERTY LOCATED AT 1506 GARLAND, JONESBORO, AR 72401, PARCEL 01-144204-12500, OWNED BY BILLY F. SPENCE IN THE AMOUNT OF \$315

**Sponsors:** Code Enforcement and Finance

**Attachments:** [1506 GarlandAffidavit](#)  
[1506 Garland Council Letter](#)  
[1506 Garland](#)

**A motion was made by John Street, seconded by Brian Emison, that this matter be Recommended to Council . The motion PASSED with the following vote.**

**Aye:** 5 - Ann Williams;John Street;David McClain;Brian Emison and Anthony Coleman

**Absent:** 1 - Charles Coleman

[RES-23:260](#)

RESOLUTION BY THE CITY COUNCIL OF THE CITY OF JONESBORO, ARKANSAS, TO PLACE A MUNICIPAL LIEN ON PROPERTY LOCATED AT 3707 CATALINA CV., JONESBORO, AR 72405, PARCEL 01-144152-01000, OWNED BY DENE BARNETT IN THE AMOUNT OF \$315

**Sponsors:** Code Enforcement and Finance

**Attachments:** [3707 Catalina Cv Affidavit](#)  
[3707 Catalina Cv Council Letter](#)  
[3707 Catalina Cv](#)

**A motion was made by John Street, seconded by Brian Emison, that this matter be Recommended to Council . The motion PASSED with the following vote.**

**Aye:** 6 - Charles Coleman;Ann Williams;John Street;David McClain;Brian Emison and Anthony Coleman

[RES-23:262](#)

RESOLUTION BY THE CITY COUNCIL OF THE CITY OF JONESBORO, ARKANSAS, TO PLACE A MUNICIPAL LIEN ON PROPERTY LOCATED AT 4407 STONEBROOK, JONESBORO, AR 72404, PARCEL 01-134042-08500 , OWNED BY ELIZA M. STONE IN THE AMOUNT OF \$295

**Sponsors:** Code Enforcement and Finance

**Attachments:** [4407 Stonebrook Affidavit](#)  
[4407 Stonebrook Council Letter](#)  
[4407 Stonebrook](#)

**A motion was made by John Street, seconded by Brian Emison, that this matter be Recommended to Council . The motion PASSED with the following vote.**

**Aye:** 6 - Charles Coleman;Ann Williams;John Street;David McClain;Brian Emison and Anthony Coleman

**5. PENDING ITEMS**

[RES-23:237](#)

RESOLUTION BY THE CITY COUNCIL OF THE CITY OF JONESBORO, ARKANSAS, FOR THE CITY OF JONESBORO TO ENTER INTO AN AGREEMENT WITH THE NORTHEAST ARKANSAS INDUSTRIAL DEVELOPMENT COMMISSION (NEAIDC) FOR FUNDING OF ECONOMIC DEVELOPMENT SERVICES

**Sponsors:** Mayor's Office and Finance

**Attachments:** [Contract City-NEAIDC 2023-24](#)  
[NEAIDC](#)  
[NAIDC Report 1st Quarter 2023](#)  
[NAIDC Report 2nd Quarter 2023](#)  
[NAIDC Report 3rd Quarter 2023](#)  
[NAIDC Minutes](#)

*Chairman Joe Hafner said, any questions or comments from the committee regarding this one? I know since the last meeting, we have acquired additional information. I know we have minutes from some of the recent meetings. We've gotten the newsletters, so I appreciate Mr. Young and the rest of his team, and Brian, everybody getting that information to us. At this point, I will open it up to the committee for any questions or comments that they may have. I know there are some representatives from the NEAIDC here. So, does anybody have any questions?*

*Councilmember David McClain said, Mr. Chair, if I may. Mark, if you don't mind, I have a few questions. Is this a breakdown? That is what I was mainly looking for. Is that what I am looking at here? This is what you passed out. Chairman Joe Hafner said, that is what I passed out. Correct. Councilmember David McClain said, let me ask this. So most of this seems like a lot of land. Mark Young from the Jonesboro Chamber of Commerce approached the podium and said, yes sir. Councilmember David McClain said, so help me understand the role that NEAIDC plays in that. So mainly the idea is land acquisition? Do we sell, trade? How does that work? Help me out there.*

*Mr. Young said, yes, sir. Thank you for the question, and I appreciate your continued interest and support. If you go back to the beginning of this organization and the partnership that it has had with the city and the county, the primary function has been the acquisition of land, industrial land, and then the development of that land. So investing in infrastructure so that as a community, we can be prepared for those great economic opportunities that have presented themselves to us over the years. Our industrial clients expect to have not just raw property, but property that has been fully developed. We have been very fortunate because of your investment over the years that we have been able to do that. And then our partners with the utility companies in the area to make sure that we have what is termed in our industry shovel ready sites. If you go out to industrial park today, it has achieved 6,000 jobs in our community that would not have happened without you and your investment. So, yes sir, and that purpose continues today, making sure that we are prepared. And we have said it before, and it is a challenge for all of us, both the city council and for organizations like ours, we deal with what we need to do today, but we also have a responsibility to look out five years, ten years, twenty years into the future and make sure we prepare there too. And you all, because of your investment, have helped do that. So, thank you. But yes sir, land.*

*Councilmember David McClain said, okay. How many acres do you think right now we have on hold? Mr. Young said, yes sir, so we have, and I can send you a link too if you would like to look at the property that is out there, but our most recent purchase is 412 acres, and it is on the south side of the current Craighead Technology Park. And then a partner of ours has also purchased an additional 200 acres. At one of the last meetings that I spoke at here, I talked a little bit about a master plan related to that. So how can we make sure that in the near future that we have water, wastewater, electricity, gas, rail, etc. to that? So that piece of property is being developed. The reason why that was so important for us in that most recent acquisition, we have one other site, and only one other site, that is more than 100 acres. And it is not uncommon for us to get request of 100 acres or more. Stephen Lamb, who is here with me today, is our VP of economic development. I could ask him, but you can probably count on one hand the number of communities in our state that are prepared, and have 100 acres or more in their portfolio of industrial property. So, again, that acquisition of 412 additional acres was, yes, about today. But it was also making sure that five years from now, ten years from now we are prepared to have an additional 6000 jobs right in our community. So I hope that answers your question. Thank you.*

Councilmember David McClain said, I'll ask, if you don't mind, one more. This will be my last question for now. So breakdown, it looks like we have reimbursement, annual funding, annual funding...well, if you pull up the deal from today. So I want to make sure I understand. It looks like there are four different organizations that the money could go to, correct? So, JU. Mr. Young said, not JU. Councilmember David McClain said, so it couldn't go to JU? Mr. Young said, it could. Councilmember David McClain said, but it's not used for JU. Mr. Young said, correct. Yes, sir. And I'll say this. Again, JEDC is the primary organization that does land acquisition and land transactions. And that is the primary entity that does that. But not JU, no sir. Councilmember David McClain said, got it. Mr. Young said, that is completely private. Councilmember David McClain said, got it. Mr. Young said, yes, sir. And it may be my fault. Councilman McClain, if you would like for me to not include that in the future when we do our reports. I have strived to make sure that we look at economic development in a holistic manner, and we are very fortunate that we have multiple organizations involved in economic development. And so often in the report, I do include mentions of activities that those entities are working on, because they are all important. They complement one another, if you will, because quite frankly without land, we wouldn't be able to do anything else, right? So I mentioned that, and I mentioned those other things, and if in the future, if that would be helpful, I could simplify those reports and maybe reflect that a better way.

Councilmember David McClain said, I would like to see, and I think that is important, I think for, if nothing else, Mark, simplicity. But then also transparency. I want to make sure we see again, if somebody comes up to me on the street and says, how is this money spent? The last thing I want to do is have a conversation and say, 'well, I don't know.' I don't want that. So NAIDC, that is a different organization that gives money out, correct? Mr. Young said, correct. Councilmember David McClain said, they can give money to the Chamber? Mr. Young said, the chamber and JEDC, yes sir. Councilmember David McClain said, got it. It could give money to those organizations, correct? Mr. Young said, yes sir. And that is their responsibility and purpose. I think that is even written in the agreement, if I am not mistaken. Councilmember David McClain said, there is an ordinance that creates NAIDC, and that money is to be given out to different organizations. Part of those organizations is the Chamber, JU, Jonesboro Industrial Development, and any other active industrial development entities in Craighead County. Mr. Young said, JU is not receiving any funds. Councilmember David McClain said, okay. Chairman Joe Hafner said, it was just listed in the original ordinance that it could. Mr. Young said, I didn't understand the question, but no sir. It is not receiving anything. I'm sorry for that misunderstanding. But thank you.

Chairman Joe Hafner said, I was just going to comment just as a follow-up to Mr. McClain. The original ordinance came about in November of 1986, and it says the City of Jonesboro shall commencing in 1989 contribute to said commission monthly installments or otherwise agreed by the city a sum of no less than \$50,000 per year. Obviously that amount has grown, understandably so. And in Section Six, it says the commission will annually or at more frequent intervals as determined by it disperse all funds received by it based on the needs and requirements of the following organizations to accomplish the purposes herein stated: Greater Jonesboro Chamber of Commerce, Jonesboro Unlimited, Jonesboro Industrial Development Corporation, and any other active industrial development entities in Craighead County. I think just for clarification, one thing that may have confused some people at the last meeting is, you are not on NAIDC. Mr. Young said, correct. Yes sir. Chairman Joe Hafner said, you actually benefit from NAIDC. So, I mean, today we have Mr. Haringer and Mr. Perrin, former Mayor Perrin, and Mr. Freeman. They are all members of this board; and I think that maybe confused some people a little bit. Why is Mark here representing NAIDC when he is not on NAIDC? I mean, you benefit from it, and the



organization that you are involved in benefits from it. As this ordinance says, it says 'shall.' It doesn't say could or might if they want to. A shall means we will contribute each year per this ordinance. I think having the minutes helped me understand. This group does actually meet. It does talk about things, does discuss things. It's not just a group that exists on paper, but it does actually do things. So I think it was good to get some more information and help clear things up. Mr. Young said, we appreciate the opportunity to provide that clarity, and again, moving forward, any of you and you all know this, I am happy to answer questions as you might have them.

Councilmember Dr. Charles Coleman said, Mark, I only have one question. I know we do this since I've been here every year; but when they do the land acquisitions, maybe this is already done, the land as far as internet service, water, that type of thing. Do those acquisitioned lands have that already there, or do they have to be upgraded to that? Mr. Young said, that is a great question. The property that has most recently been acquired has some utilities to it. So it has some electrical capacity to it, as example, but it doesn't have some things that most people take for granted, things you don't see, right? So when you think about the size of lines that are required for an industry, the water lines, the wastewater lines, even the electrical capacity, it is significant. So we have worked with and will continue to work with our partners at City Water and Light and Summit Utilities and others to develop that. Currently the 412 doesn't have all of that extended to it; but in our evaluation, when we were looking at where the next target for us to purchase land was, we wanted it to be close to what we would consider the existing Craighead Technology Park for exactly the reason you just described. All of those utilities sit literally just to the north and are much more easily accessible than if we've gone out somewhere. Then the other piece of it is to acquire that number of acres inside the city limits is a challenge too. Councilmember Dr. Charles Coleman said, well, I just thought maybe that could possibly be a little stronger priority, that it would help industry come in if this set piece of land was already wired. Mr. Young said, we are working on that as we speak because it is extremely important. Absolutely, you are 100% correct. Thank you for bringing that up.

Chairman Joe Hafner said, are there any more questions for Mr. Young?  
Councilmember John Street said, I will just comment that CWL does work hand in hand with them on industrial development. It's a big priority for them. When Nestle came, CWL paid a million dollars for a pre-treatment plant there so it would facilitate better treatment for them and less expense for CWL; and they wouldn't have to expand that wastewater treatment plant. But they do work closely with them. Just as NEAIDC, I would also praise them for the hard work they do to bring industry in here; and like he said, a lot of those sites, they can't come tell us what they are going to do when they come in. A lot of times they have such a secretive deal. It's frustrating, but they won't let anybody know because they don't want the employees that they are going to lose in another part of the country to know that they are going to shift and move here. But they do work with expansions on industry that we've got. Nestle, they have expanded three or four times, Post, almost every industry that we've got out there, so they are a great asset for us and I compliment them on the work that they do. But CWL does work closely with them to provide infrastructure to facilitate shovel ready sites when companies are looking to come here. We are very fortunate to have the partnerships that we have, 100%.

Chairman Joe Hafner said, thank you. Dr. Anthony Coleman? Dr. Anthony Coleman said, yes sir. Thank you. Mark, I am kind of a visionary and optimist, so I heard you talk about the 100+ acres and many people potentially ask for that; and I don't know if you can answer this or the board. But where are we on that? Do we persons that are interested? Mr. Young said, yes sir. Yes. The short answer is yes. One of the things that I try to do in each of the reports that I provide to the council in the written report

*is to talk about inquiries and prospect visits, existing industry expansions, and market research requests. So yes, overall I will just say it this way. Interest has continued to be high for Jonesboro. We have a great community, and again, that is because of the work that you all do and the business environment that exists here. We feel like we have a lot to market, and a lot of that goes back to the land we've just been talking about and how important that is. Our continued success will be dependent on us continuing to make those investments. The good news is there is still a significant amount of interest that is out there. Projects today take a little bit longer time to complete, but as of right now I would say that I am very pleased with kind of where we are in terms of companies that are looking and giving strong consideration to our community. But a lot of work is left to be done. It is a very competitive, intensive business that we are in. But thank you for the question.*

*Councilmember Dr. Anthony Coleman said, my follow up on this is probably not for you. It's maybe for Brian or Tony in that I did look at the reports that they submit quarterly; and I am just wondering, based on those reports, were you all satisfied with the information that is given? Chief Administrative Officer Brian Richardson approached the podium and said, yes, absolutely. I think that if you go out there and you view the development, not just a snapshot in time today versus tomorrow out there in the industrial area; but if you look at the long-standing track records since this was passed in 1986, I think the visionary forethought on what this area could become and what it has become and the jobs that it brings to the city of Jonesboro is inarguable. I think this is obviously an excellent time to point out that with the work that NEAIDC does, the Chamber, Jonesboro Unlimited, JEDC, you know, this is only a portion of the funds that they help raise to help fund this type of growth. I might also add that a lot of times the funding comes from companies that might actually be funding industries that could be competitive or could be supportive of what they are doing. But, you know, it's for the greater good of the city of Jonesboro; and I think that, again, if you look back at the type of investment and dedication that has been made out there in industrial park, I think we are very fortunate to have the people that serve in their capacity and make this kind of dedication. But I think the reports show that even through the challenging last couple of years that we remain diligent. And I would on behalf of the city just thank each and every one of those individuals that contributed their time and money out there. Councilmember Dr. Anthony Coleman said, thank you. That is all I had.*

*Chairman Joe Hafner said, any other questions or comments from the committee? Councilmember David McClain said, Mr. Chairman, I have one more question. I want to make sure I understand. Mark, if you don't mind, just one more question. So I was really wanting to have also a breakdown of potential businesses that we are looking to recruit or that are in our pipeline, if you will. Can you provide that for me before council meeting maybe? Via email would be ideal. Mr. Young approached the podium and said, I don't understand your question. Councilmember David McClain said, so in one of the emails we received, it broke down...I'll just pull it up real quick. Mr. Young said, let me see if this answers your question. If it doesn't, I would be happy to try to clarify if I can. If I can't, I will let you know that too because it goes back to Mr. Street's comment as well. So when you look at that breakdown of inquiries and prospect visits, those are all industrial. Okay? So when you talk about the type of companies or the type of businesses, those are all manufacturing related projects. When it talks about market research, those are primarily commercial and retail. That is not NAIDC, but again, I am providing that for your information; but we do get requests for additional data, research information that we provide to commercial and retail firms. The business retention and expansion number that you see there is related to projects that we are helping our existing industries, and again industrial, our existing industries with in terms of helping them with an expansion project or it could be a retention issue, right? Sometimes that involves the city, sometimes that doesn't*

*involve the city, meaning it could be an infrastructure issue or road issue or whatever. And we reach out to the people that can have an appropriate effect on that. So, I'm not sure that I understand your question 100%, but does that clarification that I just expressed in terms of manufacturing as relates to inquiries and in prospect visits?*

*Councilmember David McClain said, yes and no. So in the report that you guys submitted to us, you've got that you had a certain amount of cash on hand, you have existing industries like Colson working on their facility, Camfil in the process of moving, FedEx with their distribution center, things like that. Who can you share with us? And again, I am not asking you to tell me here. At the same time I would like to see maybe some potential. What are we looking at the next year, two years? Because I think beyond that, what is the strategic vision for JIDC? Where are we headed? I mean, I want to know, you take in taxpayer money, and we need to be able to articulate where we are going with our land acquisition. We are buying it because we've got five companies looking at us that are needing 100 acres a piece. That is the type of thing we are looking for in that question, I guess. And maybe I need to email it to you and give you some time to prepare for some of the other thoughts that I have to make sure that the money is being used the way it is designed. And also so I have a clear understanding.*

*Mr. Young said, all I can tell you is I believe that the money is being used as it is designed as it goes back to the agreement. I can't divulge names of companies that I've signed a non-disclosure agreement with. So the report that you are looking at that mention some of those specific companies and what they were doing, that is either after the fact or as they are completing those expansions. And I am happy as we give reports to report on those that I can, right? There are certain things that I just can't report on in terms of names. Chairman Joe Hafner said, and I will say this. Let me look back at one of the minutes, but talking about making sure the money is used for what it should be used for and stuff like that, I believe NAIDC has a third party CPA that prepares the financials. So there is some sort of oversight, I would think, supplied by ACJ. Councilmember David McClain said, I am not saying that there is anything being used in the wrong way. My question goes along with...again, we are taking taxpayer money. We are not taking something else. We should look at this as if it is our money. I look at this as if it is my personal money. So the question I am asking is to make sure that I understand, because I want somebody who walks up to me on the street, again, to be able to articulate here is where it is going, here is what they plan to do, here is the vision. So we are not just, 'well, I don't know what's going on, I don't know how to tell you...'*

*Mr. Young said, so I will quickly speak to the vision and hope this helps. And again I'd be happy to visit with you any time. You all may remember that three years ago, we did a strategic plan, and we involved over 2,000 people in our community that provided input as a part of that through focus groups, through a community survey, through individual interviews. And a consulting firm assisted us then with putting together a five year strategic plan. We are in our second year of that plan, okay? So November and December will be the end of our second year, so we have three more years to go on that plan. And I am happy to send you an executive summary of that if that would help. But there are four key areas of interest, this is for Jonesboro Unlimited. So again, I don't want to confuse the two. Councilmember David McClain said, so not NEAIDC. Mr. Young said, NEAIDC plays a role in this, but again, we are all partners in this. One is in business attraction, expansion, retention and innovation. So the kinds of things that we are doing to visit with site location consultants that are attached to about 60 to 70 percent of our projects making sure that we continue to communicate with them, because they have the projects that we want in our community, right? So some of those come directly to us, some of those come through the state as well. Again, keeping a full focus, one of those reports that I sent you*

*listed literally six different projects that were all expansions, making sure that as a community and as an economic development organization, we continue to work with the companies who are here. That is where 80 to 90 percent of all the new jobs come from are people that are already in our community, so we want to make sure that they continue to grow and expand. And if they need our assistance in whichever way, that we are able to do that. So lots of activity in business attraction, expansion, retention, and innovation. Workforce development and talent attraction is the second big area. We are involved with almost 35 different workforce development initiatives. This past week, the teacher externship program was delivered. We had roughly 35 teachers through about six different school districts that participated, helping them know and understand the career paths that are available to people here in our community for students then to know what those career paths look like and what great opportunities we have in our community. Lots of other initiatives, I mentioned 35, I mentioned one of them, right? So lots of different activities in there. The talent attraction piece is an important part of that as well. Jonesboro, Craighead County was the third fastest growing county in the state of Arkansas the last census. If you go back and look at the number of people that are civilian labor force has grown, 3700 new people in our workforce over the last four and a half years. Very significant. And again, we are second behind Northwest Arkansas in the percentage of increase that we've had. We want that to continue to be the case, so we have strategies built around talent attraction, continuing to want and encourage people to move to our community in a responsible way and make sure that they know what job opportunities exist here. So this past year we started a jobs board that is called [myjonesborojobs.com](http://myjonesborojobs.com), which is a foundational piece. We are adding to that now with a partnership through Arkansas State University and internship piece, because we want to grow the number of interns at Arkansas State University in hopes that as they graduate or complete those internships, they stay in our community. Making sure we retain as much of that talent as possible is imperative to our future success. The third area that we've already talked about today, land infrastructure, quality of life, all extremely important. That is part of the plan; and last, marketing and branding, telling our story, both locally but also externally. We have a lot of people that we communicate with that are business leaders and site location consultants out there that need to know more about Jonesboro; and that is part of that process too. And I know that is a very quick overview, Councilman, but I hope that helps.*

*Councilmember John Street said, I would like to add, if you can remember when Unilever came, the site was there, but the land wasn't developed. In order to get them, part of the deal was we had to have it ready so they could start construction by a certain time. So the city and county co-opt doing that land development. Wish we hadn't. We lost our street department for six months, but it was important. Unilever has been a great corporate citizen in Jonesboro and provided a lot of jobs. And they are proactive. But when a company comes in, they are looking for a certain amount of acres, they have to have the money to be able to maybe buy some additional land adjoining what they've got. CWL owns and buys land in Industrial Park and keeps it basically for that purpose. They are always trading land or facilitating land for expansions with companies that are expanding and that is part of the role they play with corporate development here. I'm very proud of that. But if you don't have a site ready, you can lose one of these people who comes in and needs a specific site. I remember well when the county had to back out of it. The dam over at Lake City needed to be raised another foot, so the city of Jonesboro took it on. We had to because we didn't have anybody else. We basically dealt without a street department for five or six months, but we did get it done to make the deal go through; and I say they are a good community member now. Mr. Young said, absolutely. It takes all of us. Councilmember John Street said, so we all work together to aid in development and improve the economic growth of our city. Thank you.*

**A motion was made by John Street, seconded by David McClain, that this matter be Recommended to Council . The motion PASSED with the following vote.**

**Aye:** 6 - Charles Coleman;Ann Williams;John Street;David McClain;Brian Emison and Anthony Coleman

**6. OTHER BUSINESS**

**7. PUBLIC COMMENTS**

**8. ADJOURNMENT**

**A motion was made by John Street, seconded by Brian Emison, that this meeting be Adjourned. The motion PASSED with the following vote.**

**Aye:** 6 - Charles Coleman;Ann Williams;John Street;David McClain;Brian Emison and Anthony Coleman