

MINUTES OF THE MEETING OF THE BOARD OF DIRECTORS OF THE INDUSTRIAL  
DEVELOPMENT BOARD OF THE METROPOLITAN GOVERNMENT OF NASHVILLE AND  
DAVIDSON COUNTY, TENNESSEE

August 18, 2015

The Board of Directors of the Industrial Development Board of the Metropolitan Government of Nashville and Davidson County (the "Board") met on Tuesday, August 18, 2015 at 10:00 a.m. in the Council Committee Room 2 in the Metropolitan Courthouse, Nashville, Tennessee.

Board members present were; Nicholas D. Bailey, Aubrey Gregory, Richard Fulton, Sharon Hurt, Andrea Perry, Walter Searcy, Carnell Scruggs, John Hobbs and Ginger Hausser.

Also present were: Counsel to the Board, Bob Tuke; Matt Witshire from Metro ECD; Bo Campbell, Waller Lansden Dortch; Debra Chastain, HCA Healthcare; Ron Colter, Metro Public Property; Cathy West, Metro Finance; David Goodman, TN ECD; Eric Bergesen, Chief Financial Officer Medalogix; and Steve Reiter, a member of the public.

Chairman Bailey asked if there were any changes to the IDB meeting minutes from July 14, 2015. There being none, a motion to approve the minutes was made by Mr. Fulton and seconded by Ms. Hausser. The motion was passed.

**Committee Reports**

There were no Committee Reports

**New Business**

**Approval of Amended and Restated Economic and Community Development Grant for Entities Affiliated with HCA Holdings, Inc.**

HCA is one of the nation's leading providers of healthcare services. Mr. Wiltshire reminded the Board that the company is currently constructing a headquarters for two of its affiliates, Parallon Business Solutions and Sarah Cannon Research Center, at the northeast corner of Charlotte Avenue and 11<sup>th</sup> Avenue North. As a part of the decision to locate its operations there, the company received a property tax abatement at that location and a per job grant in 2013. The cash grant was \$500 per incremental jobs in Davidson County for seven years. Mr. Wiltshire reported that HCA is now considering consolidating certain IT and corporate positions in Davidson County. The new project would relocate 500 jobs associated with TriStar and HCA Physician Services to the site that is currently occupied by American General Life Insurance ("AGLIC") in Brentwood and consolidated 400 positions from HCA's IT department to the building currently occupied by Dell just south of the airport. Of the 400 IT positions moving to the Dell facility, 200 are already in Davidson County and 200 would be new to the county. The 700 new jobs and 200 retained jobs would have an average wage of approximately \$70,000 plus benefits. As an incentive to get HCA to locate and retain these jobs in Davidson County the city has made an offer to extend the footprints of the \$500 per job grant that applies to the Parallon / Sarah Cannon location to the AGLIC and Dell locations. The property tax abatement would not extend to these locations. Mr. Wiltshire noted that the increase in property taxes generated because Dell will not be occupying a portion of its facility (and

thus the property tax abatement would no longer apply to that portion of the building) would roughly equal the expected per job cash grant to HCA. Mr. Wiltshire explained that the Metro Council had approved a resolution amending the terms of the HCA cash grant. Mr. Wiltshire then answered questions about the amendment from members of the Board. Mr. Fulton moved for approval of the amendment to the terms of the cash grant and Ms. Hurt seconded the motion. The motion was passed.

#### **Approval of Small Business Grant Agreement for Medalogix, LLC**

Mr. Wiltshire reported that Medalogix, LLC had qualified for the per job Small Business Incentive Grant. Mr. Wiltshire then introduced Eric Bergesen, Chief Financial Officer from Medalogix, to give a brief overview of the company and to answer questions from the Board. Medalogix is a privately owned HealthCare IT company developing tools to provide predictive analytics and improve care for the home health population. It was founded by Dan Hogan, a previous owner of a home health agency in McMinnville. The company developed software to identify data surrounding patient hospital readmission risks and the risk that a patient is going to die. Mr. Searcy asked about the minority breakdown of the company workforce and was informed there are eight women and one minority. Mr. Bergesen answered questions about usage of the small business grant from members of the Board. Ms. Hausser moved for approval of the small business grant and Mr. Fulton seconded the motion. The motion was passed.

#### **Approval of American General Life Insurance Company Fast Track Economic Development Agreements.**

Mr. Wiltshire reported that the state had approved a Fast Track Economic Development Grant to the Board for the benefit of American General Life Insurance Company. Mr. Wiltshire introduced David Goodman from the Tennessee Department of Economic and Community Development to describe the grant and answer questions from the Board. Mr. Goodman stated the grant is based on a commitment to create new jobs, building improvements and fund a portion of a parking garage at the location. Mr. Goodman answered questions about the agreement from members of the Board. Ms. Hurt moved for approval of the Fast Track Economic Development Grant Agreements and Mr. Searcy seconded. The motion was passed.

#### **Pending Business**

There was no pending business.

#### **Other Business**

There was no other business

#### **Approval of Financial Matters**

Ms. West reported the parking bill was due in the amount of \$87.00. Mr. Searcy moved for approval for payment on the parking bill and Ms. Hurt seconded that motion. The motion for payment was passed. In addition, Ms. West reported that Mr. Tuke sent a statement of outstanding invoices related to Biltmore (October 2011 through May 2012). Chairman Bailey reported the Board is not responsible for the outstanding invoices related to the Biltmore matter and that those are to be handled by the developer of that project.

**Schedule Next Board Meeting.**

The next board meeting was scheduled for 10:00 a.m. Wednesday, September 23, 2015

**Adjourn**

The meeting was adjourned at 10:35am

APPROVED, this 23rd day of September, 2015



Nicholas D. Bailey, Chairman



Aubrey Gregory, Secretary-Treasurer