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## APPENDIX

### Retail Types per Collier

Community Center: A shopping center development that has a total square footage between 100,000 – 350,000 SF. Generally will have 2-3 large anchored tenants, but not department store anchors. Community Center typically offers a wider range of apparel and other soft goods than the Neighborhood Center. Among the more common anchors are supermarkets and super drugstores. Community Center tenants sometime contain retailers selling such items as apparel, home improvement/furnishings, toys, electronics or sporting goods. The center is usually configured as a strip, in a straight line, or an “L” or “U” shape.

Lifestyle Center: An upscale, specialty retail, main street concept shopping center. An open center, usually without anchors, about 300,000 SF GLA or larger, located near affluent neighborhoods, includes upscale retail, trendy restaurants and entertainment retail. Nicely landscaped with convenient parking located close to the stores.

Super Regional Mall: Similar to a regional mall, but because of its larger size, a super regional mall has more anchors, a deeper selection of merchandise, and draws from a larger population base. As with regional malls, the typical configuration is as an enclosed mall, frequently with multiple levels (See also: Regional Mall).

Neighborhood Center: Provides for the sales of convenience goods (food, drugs, etc.) and personal services (laundry, dry cleaning, etc.) for day-to-day living needs of the immediate neighborhood with a supermarket being the principal tenant. In theory, the typical GLA is 50,000 square feet. In practice, the GLA may range from 30,000 to 100,000 square feet.

Regional Mall: Provides shopping goods, general merchandise, apparel, and furniture, and home furnishings in full depth and variety. It is built around the full-line department store with a minimum GLA of 100,000 square feet, as the major drawing power. For even greater comparative shopping, two, three, or more department stores may be included. In theory a regional center has a GLA of 400,000 square feet, and may range from 300,000 to more than 1,000,000 square feet. Regional centers in excess of 750,000

square feet GLA with three or more department stores are considered Super Regional. (See also: Super Regional Mall).

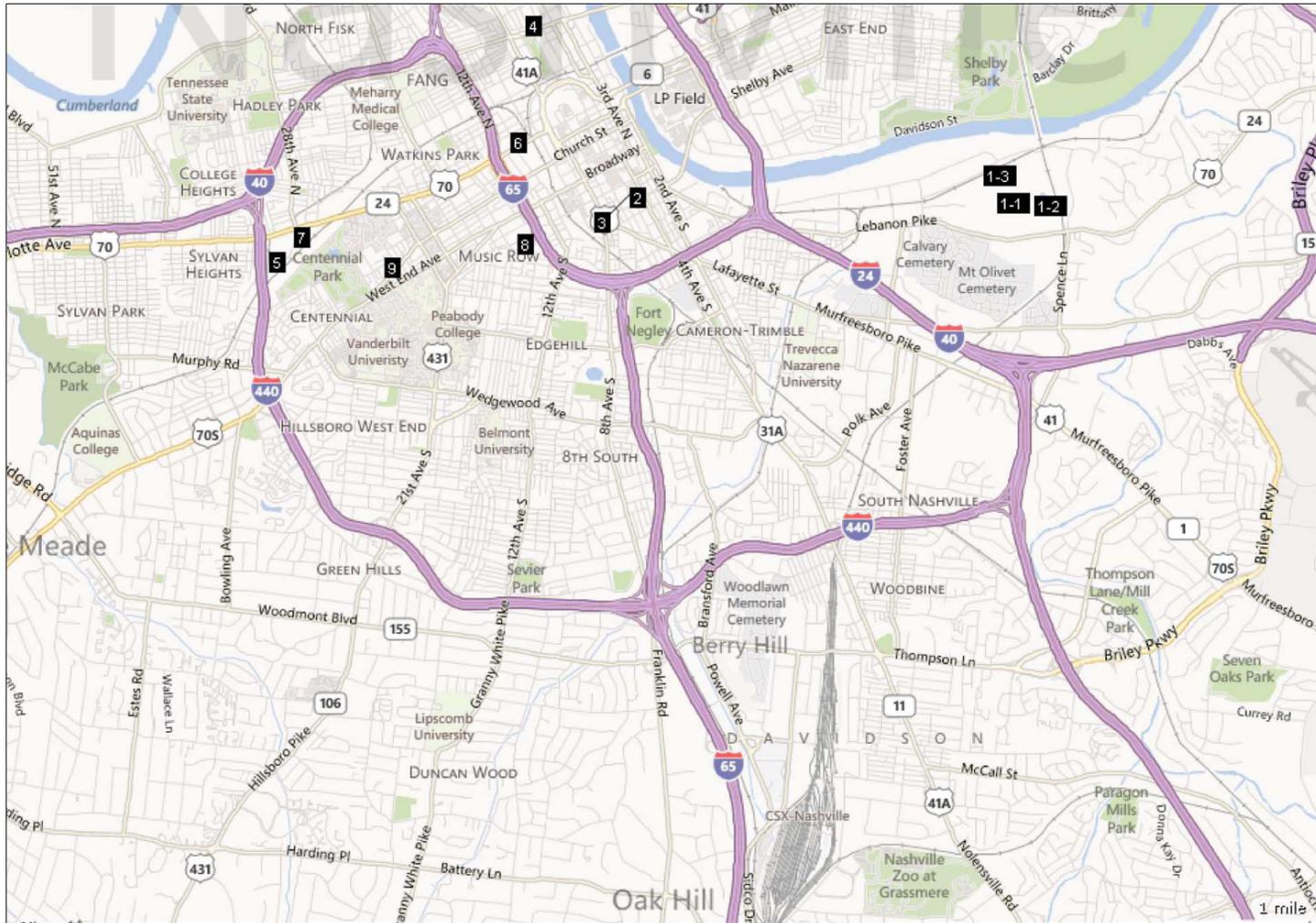
Freestanding Retail: Single tenant building with a retail tenant. Examples include video stores, fast food restaurant, etc.

Shopping Center: The combined retail center types of Community Center, Neighborhood Center and Strip Center.

Power Center: The center typically consists of several freestanding (unconnected) anchors and only a minimum amount of small specialty tenants. 250,000 – 600,000 SF. A Power Center is dominated by several large anchors, including discount department stores, off-price stores, warehouse clubs, or “category killers,” i.e., stores that offer tremendous selection in a particular merchandise category at low prices.

Specialty Center: The combined retail center types of Airport Retail, Outlet Center and Theme/Festival Center.

# 8.10 Comparable Land Sales



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1/28/2013  
Page 1

<b>1</b>	<b>Multi-Property</b>	<b>SOLD</b>
<p>3 land properties in Nashville, TN.</p> <p>Sale Date: 08/22/2012 # Properties: 3  Sale Price: \$12,439,000 - Confirmed Total Size: -  Price/AC: - Total Land Area: -</p> <p>Pro Forma Cap Rate: - Sale Conditions: -  Comp ID: 2560419  Research Status: Confirmed</p> 		
<b>2</b>	<b>4th Ave S - Hotel Site</b>	<b>SOLD</b>
<p>Nashville, TN 37203 Davidson County</p> <p>Sale Date: 11/04/2010 (666 days on mkt) Land Area: 2.34 AC (101,930 SF)  Sale Price: \$18,339,937 - Confirmed Lot Dimensions: -  \$/AC Land Gross: \$7,830,886.85 (\$179.77/SF) Proposed Use: Hotel</p> <p>Parcel No: 093-10-0-309</p> <p>Comp ID: 2000776 Sale Conditions: -  Research Status: Confirmed</p> 		
<b>3</b>	<b>225 5th Ave S</b>	<b>SOLD</b>
<p>Nashville, TN 37203 Davidson County</p> <p>Sale Date: 11/17/2010 Land Area: 0.95 AC (41,382 SF)  Sale Price: \$7,557,306 - Confirmed Lot Dimensions: -  \$/AC Land Gross: \$7,955,058.95 (\$182.62/SF) Proposed Use: Hotel</p> <p>Parcel No: 093-10-0-477</p> <p>Comp ID: 2006309 Sale Conditions: -  Research Status: Confirmed</p> 		
<b>4</b>	<b>1100 6th Ave N - Vista Germantown Apartments</b>	<b>SOLD</b>
<p>Nashville, TN 37208 Davidson County</p> <p>Sale Date: 09/24/2010 Land Area: 2.73 AC (118,919 SF)  Sale Price: \$6,739,793 - Full Value Lot Dimensions: -  \$/AC Land Gross: \$2,468,784.98 (\$56.68/SF) Proposed Use: Apartment Units</p> <p>Parcel No: 082-13-0-199</p> <p>Comp ID: 1982729 Sale Conditions: -  Research Status: Full Value</p> 		
<b>5</b>	<b>329-336 28th Ave N</b>	<b>SOLD</b>
<p>Nashville, TN 37203 Davidson County</p> <p>Sale Date: 02/17/2011 Land Area: 12.22 AC (532,303 SF)  Sale Price: \$6,900,000 - Confirmed Lot Dimensions: -  \$/AC Land Gross: \$564,648.12 (\$12.96/SF) Proposed Use: Office</p> <p>Parcel No: 092-14-0-079, 092-14-0-083, 092-14-0-084, 092-14-0-085</p> <p>Comp ID: 2060899 Sale Conditions: -  Research Status: Confirmed</p> 		
<b>6</b>	<b>1030 Charlotte Ave - Dodge Dealership Lot</b>	<b>SOLD</b>
<p>Nashville, TN 37203 Davidson County</p> <p>Sale Date: 08/15/2009 Land Area: 5.10 AC (222,156 SF)  Sale Price: \$8,000,000 - Confirmed Lot Dimensions: -  \$/AC Land Gross: \$1,568,627.45 (\$36.01/SF) Proposed Use: Commercial</p> <p>Parcel No: 093-05-0-054, 093-05-0-055, 093-05-0-057, 093-05-0-058, 093-05-0-060, 093-05-0-061, 093-05-0-062, 093-05-0-064, 093-05-0-067, 093-05-0-069, 093-05-0-070 [Partial List]</p> <p>Comp ID: 1766281 Sale Conditions: -  Research Status: Confirmed</p> 		



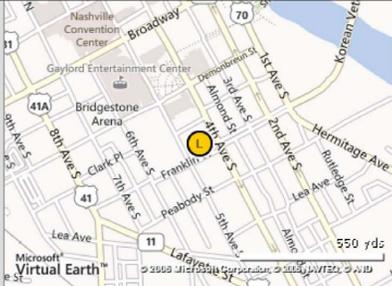
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<b>7</b>	<b>Charlotte Ave &amp; 28th Ave</b>	<b>SOLD</b>
<p>Nashville, TN 37209 Davidson County</p> <p>Sale Date: 10/26/2011 Land Area: 12.76 AC (555,826 SF)  Sale Price: \$10,200,000 - Confirmed Lot Dimensions: -  \$/AC Land Gross: \$799,373.04 (\$18.35/SF) Proposed Use: Commercial [Partial List]</p> <p>Parcel No: 092-10-0-391, 092-14-0-082</p> <p>Comp ID: 2217171 Sale Conditions: -  Research Status: Confirmed</p> 		
<b>8</b>	<b>1515 Demonbreun St - Music Row</b>	<b>SOLD</b>
<p>Nashville, TN 37203 Davidson County</p> <p>Sale Date: 09/28/2012 Land Area: 1.50 AC (65,340 SF)  Sale Price: \$6,750,000 - Confirmed Lot Dimensions: -  \$/AC Land Gross: \$4,500,000.00 (\$103.31/SF) Proposed Use: Apartment Units [Partial List]</p> <p>Parcel No: 093-13-0-574</p> <p>Comp ID: 2564564 Sale Conditions: -  Research Status: Confirmed</p> 		
<b>9</b>	<b>2300 Elliston Pl</b>	<b>SOLD</b>
<p>Nashville, TN 37203 Davidson County</p> <p>Sale Date: 01/04/2011 (36 days on mkt) Land Area: 2.71 AC (118,048 SF)  Sale Price: \$10,650,000 - Confirmed Lot Dimensions: -  \$/AC Land Gross: \$3,929,889.30 (\$90.22/SF) Proposed Use: Commercial [Partial List]</p> <p>Parcel No: 092-15-0-210</p> <p>Comp ID: 2027392 Sale Conditions: -  Research Status: Confirmed</p> 		
<b>10</b>	<b>4040-4070 Nolensville Rd - Harding Mall (former)</b>	<b>SOLD</b>
<p>Nashville, TN 37211 Davidson County</p> <p>Sale Date: 03/05/2005 Land Area: 20.70 AC (901,692 SF)  Sale Price: \$7,800,000 - Approximate Lot Dimensions: -  \$/AC Land Gross: \$376,811.59 (\$8.65/SF) Proposed Use: Hold for Development</p> <p>Parcel No: 14703005200, 14703005300, 14703005400, 14703005500, 14703005600, 14703005700</p> <p>Comp ID: 1098979 Sale Conditions: -  Research Status: Approximate</p> 		



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**1** **4th Ave S - Hotel Site** **SOLD**  
 Nashville, TN 37203  
 Sale on 11/4/2010 for \$18,339,937 (\$7,830,886.85/AC) - Research Complete  
 Commercial Land of 2.34 AC (102,018 SF)

**Buyer & Seller Contact Info**

Recorded Buyer: <b>Omni Nashville, LLC</b>	Recorded Seller: <b>Tower Music City LLC</b>
True Buyer: <b>Omni Hotels &amp; Resorts</b>	True Seller: <b>Tower Investments, Inc</b>
420 Decker Dr Irving, TX 75062 (972) 730-6664	250 W Main St Woodland, CA 95695 (530) 668-1000
Buyer Type: <b>Developer/Owner-NTL</b>	Seller Type: <b>Developer/Owner-NTL</b>
Buyer Broker: <b>No Buyer Broker on Deal</b>	Listing Broker: <b>No Listing Broker on Deal</b>

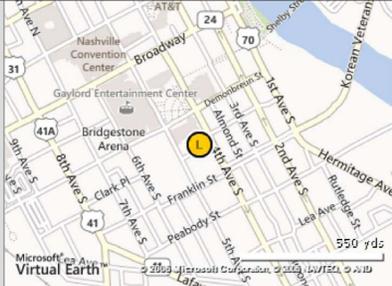
**Transaction Details** ID: 2000776

Sale Date: <b>11/04/2010 (666 days on market)</b>	Sale Type: <b>Investment</b>
Escrow Length: <b>90 days</b>	Land Area: <b>2.34 AC (102,018 SF)</b>
Sale Price: <b>\$18,339,937-Confirmed</b>	Proposed Use: <b>Hotel</b>
Price/AC Land Gross: <b>\$7,830,886.85 (\$179.77/SF)</b>	
Zoning: <b>DCC</b>	Percent Improved: <b>2.2%</b>
Transfer Tax: <b>\$67,857.77</b>	Total Value Assessed: <b>\$313,000 in 2009</b>
	Improved Value Assessed: <b>\$6,800</b>
	Land Value Assessed: <b>\$306,200</b>
	Land Assessed/AC: <b>\$130,742</b>
Street Frontage: <b>371 feet on 5th Ave S</b>	
<b>367 feet on 4th Ave S</b>	
<b>369 feet on Franklin St</b>	
Financing: <b>Down payment of \$18,339,937.00 (100.0%)</b>	
Topography: <b>Level</b>	
Off-Site Improv: <b>Curb/Gutter/Sidewalk, Electricity, Gas, Sewer, Streets, Water</b>	
Legal Desc: <b>Lengthy legal, refer to deed</b>	
Parcel No: <b>093-10-0-309</b>	
Document No: <b>101104088489</b>	
Sale History: <b>Sold for \$813,770 on 12/23/2010</b>	
<b>Sold for \$18,339,937 on 11/4/2010</b>	



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**2** **225 5th Ave S** **SOLD**  
 Nashville, TN 37203  
 Sale on 11/17/2010 for \$7,557,306 (\$7,955,058.95/AC) - Research Complete  
 Commercial Land of 0.95 AC (41,382 SF)

**Buyer & Seller Contact Info**

Recorded Buyer: <b>Omni Nashville, LLC</b>	Recorded Seller: <b>225 5th Avenue South Lot LLC</b>
True Buyer: <b>Omni Hotels &amp; Resorts</b>	True Seller: <b>225 5th Avenue South Lot LLC</b>
420 Decker Dr Irving, TX 75062 (972) 730-6664	2525 West End Ave Nashville, TN 37203 (615) 356-0991
Buyer Type: <b>Developer/Owner-NTL</b>	Seller Type: <b>Individual</b>
Buyer Broker: <b>No Buyer Broker on Deal</b>	Listing Broker: <b>No Listing Broker on Deal</b>

**Transaction Details** ID: 2006309

Sale Date: <b>11/17/2010</b>	Sale Type: <b>Investment</b>
Escrow Length: <b>-</b>	Land Area: <b>0.95 AC (41,382 SF)</b>
Sale Price: <b>\$7,557,306-Confirmed</b>	Proposed Use: <b>Hotel</b>
Price/AC Land Gross: <b>\$7,955,058.95 (\$182.62/SF)</b>	
Zoning: <b>DCC</b>	Percent Improved: <b>2.1%</b>
	Total Value Assessed: <b>\$842,000 in 2009</b>
	Improved Value Assessed: <b>\$17,680</b>
	Land Value Assessed: <b>\$824,320</b>
	Land Assessed/AC: <b>\$867,705</b>
Financing: <b>Down payment of \$7,557,306.00 (100.0%)</b>	
Off-Site Improv: <b>Curb/Gutter/Sidewalk, Electricity, Gas, Sewer, Streets, Water</b>	
Parcel No: <b>093-10-0-477</b>	
Document No: <b>101118092205</b>	
Sale History: <b>Sold for \$7,557,306 on 11/17/2010</b>	
<b>Sold for \$3,500,000 on 3/31/2008</b>	



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<b>3</b>	<b>1100 6th Ave N - Vista Germantown Apartments</b>		<b>SOLD</b>
	<p>Nashville, TN 37208  Sale on 9/24/2010 for \$6,739,783 (\$2,468,784/AC) - Research Complete  Residential Land of 2.73 AC (118,919 SF)</p>		
<b>Buyer &amp; Seller Contact Info</b>			
<b>Recorded Buyer:</b> AERC Bristol Germantown JV <b>True Buyer:</b> Bristol Development Group 325 Seaboard Ln Franklin, TN 37067 (615) 369-9009 <b>Associated Estates Realty Corporation</b> 1 AEC Pky Richmond Heights, OH 44143 (216) 261-5000 <b>Buyer Type:</b> Developer/Owner-RGNL REIT <b>Buyer Broker:</b> No Buyer Broker on Deal		<b>Recorded Seller:</b> Bristol Germantown Partners, LLC <b>True Seller:</b> Bristol Development Group 325 Seaboard Ln Franklin, TN 37067 (615) 369-9009 <b>Seller Type:</b> Developer/Owner-RGNL <b>Listing Broker:</b> No Listing Broker on Deal	
<b>Transaction Details</b> ID: 1982729			
<b>Sale Date:</b> 09/24/2010 <b>Escrow Length:</b> - <b>Sale Price:</b> \$6,739,783-Full Value <b>Price/AC Land Gross:</b> \$2,468,784.98 (\$56.68/SF)		<b>Sale Type:</b> Investment <b>Land Area:</b> 2.73 AC (118,919 SF) <b>Proposed Use:</b> Apartment Units	
<b>Zoning:</b> CS <b>Transfer Tax:</b> \$24,937.20		<b>Percent Improved:</b> 47.5% <b>Total Value Assessed:</b> \$487,400 in 2009 <b>Improved Value Assessed:</b> \$231,280 <b>Land Value Assessed:</b> \$256,120 <b>Land Assessed/AC:</b> \$93,816	
<b>Street Frontage:</b> 355 feet on Madison St 319 feet on 6th Ave 353 feet on 5th Ave 348 feet on Jefferson St			
<b>Off-Site Improv:</b> Curb/Gutter/Sidewalk, Electricity, Gas, Sewer, Streets, Water <b>Legal Desc:</b> LOTS 83 84 D T MCGAVOCK <b>Parcel No:</b> 082-13-0-199			



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<b>4</b>	<b>329-336 28th Ave N</b>		<b>SOLD</b>
	<p>Nashville, TN 37203  Sale on 2/17/2011 for \$6,900,000 (\$564,648.12/AC)  Industrial Land of 12.22 AC (532,303 SF)</p>		
<b>Buyer &amp; Seller Contact Info</b>			
<b>Recorded Buyer:</b> Health Care REIT, Inc. <b>True Buyer:</b> Health Care REIT, Inc. 4500 Dorr St Toledo, OH 43615 (419) 247-2800 <b>Buyer Type:</b> REIT <b>Buyer Broker:</b> Cassidy Turley Ben Burns (615) 727-7400		<b>Recorded Seller:</b> ABP TN Nashville LLC <b>True Seller:</b> BlueLinx Corporation 4300 Wildwood Pky Atlanta, GA 30339 (770) 953-7000 <b>Seller Type:</b> Corporate <b>Listing Broker:</b> Cassidy Turley Jonathan Speers (615) 301-2826	
<b>Transaction Details</b> ID: 2060899			
<b>Sale Date:</b> 02/17/2011 <b>Escrow Length:</b> 180 days <b>Sale Price:</b> \$6,900,000-Confirmed <b>Price/AC Land Gross:</b> \$564,648.12 (\$12.96/SF)		<b>Sale Type:</b> Investment <b>Land Area:</b> 12.22 AC (532,303 SF) <b>Proposed Use:</b> Office	
<b>Zoning:</b> OV-UZO		<b>Percent Improved:</b> 63.2% <b>Total Value Assessed:</b> \$1,733,640 in 2009 <b>Improved Value Assessed:</b> \$1,095,440 <b>Land Value Assessed:</b> \$638,200 <b>Land Assessed/AC:</b> \$52,225	
<b>Financing:</b> Down payment of \$6,900,000.00 (100.0%) <b>On-Site Improv:</b> Previously developed lot <b>Off-Site Improv:</b> Curb/Gutter/Sidewalk, Electricity, Gas, Sewer, Streets, Water			
<b>Parcel No:</b> 092-14-0-079, 092-14-0-083, 092-14-0-084, 092-14-0-085 <b>Document No:</b> 000000016519			



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**5** **1030 Charlotte Ave - Dodge Dealership Lot** **SOLD**  
**Nashville, TN 37203**  
 Sale on 8/15/2009 for \$8,000,000 (\$1,568,627.45/AC) - Research Complete  
 Commercial Land of 5.10 AC (222,156 SF) - Sold for Land Value




**Buyer & Seller Contact Info**

Recorded Buyer: <b>North Charlotte Ave Holdings LLC</b>	Recorded Seller: <b>Unicom Advertising</b>
True Buyer: <b>CNL Crosland Commercial Real Estate</b>	True Seller: <b>Unicom Advertising</b>
<b>Bill Barkley</b>	<b>Bill Pratt</b>
201 S College St	2800 Nolensville Pike
Charlotte, NC 28202	Nashville, TN 37211
(704) 529-1166	(615) 255-7000
Buyer Type: <b>Developer/Owner-NTL</b>	Listing Broker: <b>No Listing Broker on Deal</b>
Buyer Broker: <b>No Buyer Broker on Deal</b>	

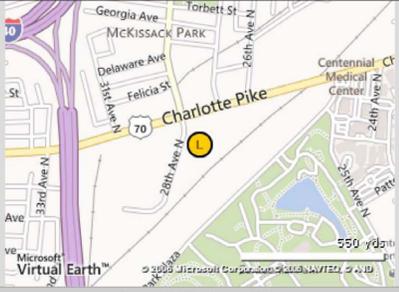
**Transaction Details** ID: 1766281

Sale Date: <b>08/15/2009</b>	Sale Type: <b>Investment</b>
Escrow Length: <b>366 days</b>	Land Area: <b>5.10 AC (222,156 SF)</b>
Sale Price: <b>\$8,000,000-Confirmed</b>	Proposed Use: <b>Commercial</b>
Price/AC Land Gross: <b>\$1,568,627.45 (\$36.01/SF)</b>	
Zoning: <b>CF</b>	Percent Improved: <b>63.4%</b>
Transfer Tax: <b>\$29,600</b>	Total Value Assessed: <b>\$573,650 in 2007</b>
	Improved Value Assessed: <b>\$363,625</b>
	Land Value Assessed: <b>\$210,025</b>
	Land Assessed/AC: <b>\$41,181</b>
Financing: <b>Down payment of \$2,000,000.00 (25.0%) \$6,000,000.00 from Seller Financed</b>	
Topography: <b>Level</b>	
On-Site Improv: <b>Asphalt paved lot</b>	
Off-Site Improv: <b>Curb/Gutter/Sidewalk, Electricity, Gas, Sewer, Streets, Water</b>	
Improvements: <b>Paved Lot</b>	
Legal Desc: <b>Lengthy legal refer to deed.</b>	
Parcel No: <b>093-05-0-054, 093-05-0-055, 093-05-0-057, 093-05-0-058, 093-05-0-060, 093-05-0-061, 093-05-0-062, 093-05-0-064, 093-05-0-067, 093-05-0-069, 093-05-0-070, 093-05-0-074, 093-05-0-079, 093-05-0-080, 093-05-0-081, 093-05-0-082, 093-05-0-084, 093-05-0-076, 093-05-0-076</b>	



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**6** **Charlotte Ave & 28th Ave** **SOLD**  
**Nashville, TN 37209**  
 Sale on 10/26/2011 for \$10,200,000 (\$799,373.04/AC) - Research Complete  
 Industrial Land of 12.76 AC (555,826 SF)



**Buyer & Seller Contact Info**

Recorded Buyer: <b>HCA Realty Inc.</b>	Recorded Seller: <b>Lui Nashville 28th Street Llc</b>
True Buyer: <b>HCA Holdings, Inc.</b>	True Seller: <b>The Lionstone Group</b>
<b>One Park Plz</b>	<b>Glenn Lowenstein</b>
Nashville, TN 37203	100 Waugh Dr
(615) 344-9551	Houston, TX 77007
Buyer Type: <b>Medical</b>	Seller Type: <b>Investment Manager</b>
	Listing Broker: <b>Cassidy Turley</b>
	<b>James Smith</b>
	(615) 301-2830

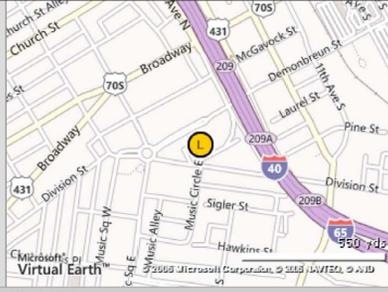
**Transaction Details** ID: 2217171

Sale Date: <b>10/26/2011</b>	Sale Type: <b>Owner/User</b>
Escrow Length: <b>365 days</b>	Land Area: <b>12.76 AC (555,826 SF)</b>
Sale Price: <b>\$10,200,000-Confirmed</b>	Land Area - Net: <b>8.89 AC (387,248 SF)</b>
Price/AC Land Gross: <b>\$799,373.04 (\$18.35/SF)</b>	Proposed Use: <b>Commercial, Industrial</b>
Zoning: <b>MUL</b>	Percent Improved: <b>6.8%</b>
	Total Value Assessed: <b>\$1,167,680</b>
	Improved Value Assessed: <b>\$79,560</b>
	Land Value Assessed: <b>\$1,088,120</b>
	Land Assessed/AC: <b>\$85,275</b>
Financing: <b>Down payment of \$10,200,000.00 (100.0%)</b>	
Topography: <b>Level</b>	
On-Site Improv: <b>Previously developed lot</b>	
Off-Site Improv: <b>Curb/Gutter/Sidewalk, Electricity, Gas, Sewer, Streets, Water</b>	
Parcel No: <b>092-10-0-391, 092-14-0-082</b>	
Document No: <b>00000083809</b>	



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**7** **1515 Demonbreun St - Music Row** **SOLD**  
 Nashville, TN 37203  
 Sale on 9/28/2012 for \$6,750,000 (\$4,500,000.00/AC) - Research Complete  
 Commercial Land of 1.50 AC (65,340 SF)

**Buyer & Seller Contact Info**

Recorded Buyer: <b>Demonbreun-FCA LLC</b>	Recorded Seller: <b>LUI Nashville Roundabout, LLC</b>
True Buyer: <b>Faison Henry Faison</b> 121 W Trade St Charlotte, NC 28202 (704) 972-2500	True Seller: <b>The Lionstone Group</b> <b>Doug McKinnon</b> 100 Waugh Dr Houston, TX 77007 (713) 533-5860
Buyer Type: <b>Investment Manager</b>	Seller Type: <b>Investment Manager</b>
Buyer Broker: <b>Cassidy Turley</b> <b>Fred Kane</b> (615) 301-2800	Listing Broker: <b>Cassidy Turley</b> <b>Crews Johnston</b> (615) 301-2901 <b>James Smith</b> (615) 301-2830

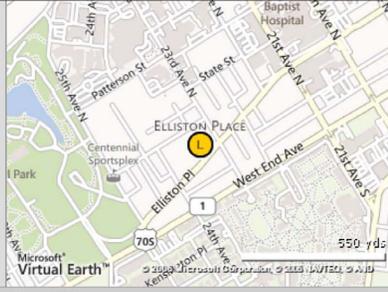
**Transaction Details** ID: 2564564

Sale Date: <b>09/28/2012</b>	Sale Type: <b>Investment</b>
Escrow Length: <b>-</b>	Land Area: <b>1.50 AC (65,340 SF)</b>
Sale Price: <b>\$6,750,000-Confirmed</b>	Proposed Use: <b>Commercial, Retail, Office, Apartment Units</b>
Price/AC Land Gross: <b>\$4,500,000.00 (\$103.31/SF)</b>	
Zoning: <b>CF</b>	
Off-Site Improv: <b>Curb/Gutter/Sidewalk, Electricity, Gas, Sewer, Streets, Water</b>	
Parcel No: <b>093-13-0-574</b>	
Document No: <b>201200088163</b>	



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**8** **2300 Elliston Pl** **SOLD**  
 Nashville, TN 37203  
 Sale on 1/4/2011 for \$10,650,000 (\$3,929,889.30/AC) - Research Complete  
 Commercial Land of 2.71 AC (118,048 SF)

**Buyer & Seller Contact Info**

Recorded Buyer: <b>2300 Elliston Place LLC</b>	Recorded Seller: <b>West End Partnership</b>
True Buyer: <b>Southern Land Company</b> 1550 W McEwen Dr Franklin, TN 37067 (615) 778-3150	True Seller: <b>West End Partnership</b>
Buyer Type: <b>Developer/Owner-NTL</b>	Seller Type: <b>Individual</b>
Buyer Broker: <b>Cushman Wakefield Cornerstone</b> <b>Don Albricht</b> (615) 727-7407	Listing Broker: <b>Cushman Wakefield Cornerstone</b> <b>Don Albricht</b> (615) 727-7407 <b>Buck Haltiwanger</b> (615) 727-7410

**Transaction Details** ID: 2027392

Sale Date: <b>01/04/2011 (36 days on market)</b>	Sale Type: <b>Investment</b>
Escrow Length: <b>90 days</b>	Land Area: <b>2.71 AC (118,048 SF)</b>
Sale Price: <b>\$10,650,000-Confirmed</b>	Proposed Use: <b>Commercial, Retail, Office</b>
Price/AC Land Gross: <b>\$3,929,889.30 (\$90.22/SF)</b>	
Zoning: <b>ORI</b>	Percent Improved: <b>-</b>
	Total Value Assessed: <b>\$1,416,560 in 2009</b>
	Improved Value Assessed: <b>-</b>
	Land Value Assessed: <b>\$1,416,560</b>
	Land Assessed/AC: <b>\$522,715</b>
Street Frontage: <b>372 feet on Elliston Pl</b> <b>284 feet on 23rd Ave</b> <b>362 feet on Brandau Pl</b>	
On-Site Improv: <b>Finish grade</b>	
Off-Site Improv: <b>Curb/Gutter/Sidewalk, Electricity, Gas, Sewer, Streets, Water</b>	
Legal Desc: <b>Lot #2 Final Plat of West End Partnership per Instrument # 20070821-0100087</b>	
Parcel No: <b>092-15-0-210</b>	
Document No: <b>201101040910</b>	



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**9 Multi-Property SOLD**

Multi-Property sale on 8/22/2012 of 3 Land parcels, for \$12,439,000 (\$2.27/AC) - Research Complete

1 1214 Lebanon Pike 2 1450 Lebanon Rd

3 Pumping Station Rd

**Summary of Property Info - at time of sale**

Address	City, State	Type-Class	Property SF	Built	Sale Price
1 1214 Lebanon Pike	Nashville, TN	Land	-	-	\$7,870,621 (Allocated)
2 1450 Lebanon Rd	Nashville, TN	Land	-	-	\$2,933,568 (Allocated)
3 Pumping Station Rd	Nashville, TN	Land	-	-	\$1,634,811 (Allocated)

**Buyer & Seller Contact Info**

Recorded Buyer: <b>Hvi Metropolitan Government Of Nas Metropolitan Development &amp; Housing Agency</b> True Buyer: <b>Tammy Sturgess</b> 222 3rd Ave N Nashville, TN 37201 (615) 880-2646 Buyer Type: <b>Government</b> Buyer Broker: <b>No Buyer Broker on Deal</b>	Recorded Seller: <b>Manheim TN Inc</b> True Seller: <b>Cox Enterprises Cody Partin</b> 211-2 Industrial Blvd Crossville, TN 38555 (931) 484-2282 Seller Type: <b>Corporate</b> Listing Broker: <b>CBRE Don Kent</b> (615) 248-1108 <b>Clinton Gilbreath</b> (615) 248-1119
---	---

**Transaction Details** ID: 2550419

Sale Date: <b>08/22/2012</b>	Sale Type: <b>Investment</b>
Escrow Length: -	RBA: -
Sale Price: <b>\$12,439,000-Confirmed</b>	Land Area: <b>125.85 AC (5,482,026 SF)</b>
Asking Price: -	
Price/SF: -	
Pro Forma Cap Rate: -	Percent Improved: <b>38.4%</b>
Transfer Tax: -	Total Value Assessed: <b>\$1,425,160 in 2011</b>
	Improved Value Assessed: <b>\$547,240</b>
	Land Value Assessed: <b>\$877,920</b>
	Land Assessed/AC: <b>\$6,975</b>

Parcel No: **094-00-0-029, 094-00-0-039, 094-00-0-024**



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**10 4040-4070 Nolensville Rd - Harding Mall (former) SOLD**

Nashville, TN 37211  
Sale on 3/5/2005 for \$7,800,000 (\$376,811.59/AC) - Research Complete  
Commercial Land of 20.70 AC (901,692 SF)

**Buyer & Seller Contact Info**

Recorded Buyer: <b>Harding Place LLC</b> 4611 Curraghmore Rd Charlotte, NC 28210 (704) 643-1590 Buyer Contact: <b>J Edward Kale III</b> Buyer Type: <b>Individual</b>	Recorded Seller: <b>Seven Mile Creek</b> 5250 Virginia Way Brentwood, TN 37027 (615) 312-2900
--	--

**Transaction Details** ID: 1098979

Sale Date: <b>03/05/2005</b>	Land Area: <b>20.70 AC (901,692 SF)</b>
Escrow Length: -	Proposed Use: <b>Hold for Development</b>
Sale Price: <b>\$7,800,000-Approximate</b>	
Price/AC Land Gross: <b>\$376,811.59 (\$8.65/SF)</b>	
Zoning: <b>N/Av, Nashville</b>	
Financing: <b>Lender Not available</b>	
Topography: <b>Level</b>	
On-Site Improv: <b>Previously developed lot</b>	
Off-Site Improv: <b>Curb/Gutter/Sidewalk, Electricity, Gas, Sewer, Streets, Water</b>	
Improvements: <b>Previously developed lot</b>	
Legal Desc: <b>Not Available</b>	
Parcel No: <b>14703005200, 14703005300, 14703005400, 14703005500, 14703005600, 14703005700</b>	
Document No: <b>NAC-42065WH</b>	

**Transaction Notes**

Harding Place LLC c/o J Edward Kale III  
Seven Mile Creek c/o N/Av

\* Use: Reportedly, the buyer intends to demolish the property and redevelop it as a big-box retailer.



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Page 26

# 8.11 Estimated Tax Impacts

Area	Acreage	Residential						
		Units	Costs Per	Cost Base	Assess %	Tax Base	USD Tax Rate	Taxes
A	3.24	28	85,000	2,380,000	25%	595,000	0.04660	27,727
B	13.35	168	125,000	21,000,000	40%	8,400,000	0.04660	391,440
C	8.28	500	125,000	62,500,000	40%	25,000,000	0.04660	1,165,000
D	5.32	-	125,000	-	40%	-	0.04660	-
E	17.85	-	125,000	-	40%	-	0.04660	-
F	6.95	138	125,000	17,250,000	40%	6,900,000	0.04660	321,540
G	4.28	50	125,000	6,250,000	40%	2,500,000	0.04660	116,500
Totals	59.27	884						2,022,207

Area	Acreage	Institutional						
		Sq Ft	Costs Per	Cost Base	Assess %	Tax Base	Tax Rate	Taxes
A	3.24	-	-	-	40%	-	0.04660	-
B	13.35	-	-	-	40%	-	0.04660	-
C	8.28	-	-	-	40%	-	0.04660	-
D	5.32	-	-	-	40%	-	0.04660	-
E	17.85	-	-	-	40%	-	0.04660	-
F	6.95	-	-	-	40%	-	0.04660	-
G	4.28	50,000	150	7,500,000	40%	3,000,000	0.04660	139,800
Totals	59.27	50,000						139,800

Area	Acreage	Office						
		Sq Ft	Costs Per	Cost Base	Assess %	Tax Base	Tax Rate	Taxes
A	3.24	-	125	-	40%	-	0.04660	-
B	13.35	64,000	125	8,000,000	40%	3,200,000	0.04660	149,120
C	8.28	15,000	125	1,875,000	40%	750,000	0.04660	34,950
D	5.32	268,000	125	33,500,000	40%	13,400,000	0.04660	624,440
E	17.85	660,000	125	82,500,000	40%	33,000,000	0.04660	1,537,800
F	6.95	35,000	125	4,375,000	40%	1,750,000	0.04660	81,550
G	4.28	-	125	-	40%	-	0.04660	-
Totals	59.27	1,042,000						2,427,860

Area	Acreage	Retail						
		Sq Ft	Costs Per	Cost Base	Assess %	Tax Base	Tax Rate	Taxes
A	3.24	-	70	-	40%	-	0.04660	-
B	13.35	20,000	70	1,400,000	40%	560,000	0.04660	26,096
C	8.28	40,000	70	2,800,000	40%	1,120,000	0.04660	52,192
D	5.32	24,000	70	1,680,000	40%	672,000	0.04660	31,315
E	17.85	-	70	-	40%	-	0.04660	-
F	6.95	35,000	70	2,450,000	40%	980,000	0.04660	45,668
G	4.28	-	70	-	40%	-	0.04660	-
Totals	59.27	119,000						155,271

Area	Acreage	Hotel						
		Rooms	Costs Per	Cost Base	Assess %	Tax Base	Tax Rate	Taxes
A	3.24	-	100,000	-	40%	-	0.04660	-
B	13.35	-	100,000	-	40%	-	0.04660	-
C	8.28	-	100,000	-	40%	-	0.04660	-
D	5.32	-	100,000	-	40%	-	0.04660	-
E	17.85	-	100,000	-	40%	-	0.04660	-
F	6.95	90	100,000	9,000,000	40%	3,600,000	0.04660	167,760
G	4.28	-	100,000	-	40%	-	0.04660	-
Totals	59.27	90						167,760

**Estimated Annual Tax Impact 4,912,898**

---

## 8.12 Previous Studies

Several previous studies on the Fairgrounds site and the surrounding area were reviewed and incorporated within this Masterplan Document:

- Fairgrounds Taskforce Report 2010 - Nashville Civic Design Center
- Healing the Historic Pikes 2010 - Nashville Civic Design Center
- Markin Study 2008 - Memo
- Markin Study 2008 - Presentation
- Nolensville Pike 2011 Market Study Vol.1 - Metro Planning Dept.
- Nolensville Pike 2011 Market Study Vol.2a - Metro Planning Dept.
- Nolensville Pike 2011 Market Study Vol.2b - Metro Planning Dept.
- South Nashville Community Plan 2007 Update - Metro Planning Dept.
- Daniel Rose Center Report 2010 - Urban Land Institute
- Wedgewood Houston Findings and Recommendations 2008 - Nashville Civic Design Center

## 8.13 Public Open House

On October 1, 2012, the public was invited to share their initial thoughts on different types of possible uses for the Fairgrounds site. Several boards were presented to the public at different stations and the participants were invited to share their thoughts in writing or by placing “like/don’t like” stickers. The following pages depict these boards following the open house.

**Fairgrounds Master Plan - Phase II (Recommended Master Plan)**

**What is the Phase II Master Plan for the Fairgrounds?**

**Evidenced Based Programming**

**Scenario 1**  
Identify the highest and best mixed use scenario for the fairgrounds site based on market analyses.  
Assess cost, benefits, and economic projections.

**Scenario 2**  
Compare the “highest and best mixed use scenario” with the “best practices” model prepared in Phase 1 for the existing fairgrounds property.

**Metro Council Directive**  
A combination of Residential, Commercial, Office, Institutional, Light Industrial, and/or Park Uses

Station 1      Phase II - Master Plan      HDR      HOK      PERKINS+WILL      EDGE      SUNBELT

**Fairgrounds Master Plan - Phase II (Recommended Master Plan)**

**What is the goal of the Fairgrounds Master Plan?**

**Evidenced Based Programming**

The goal of the Fairgrounds Master Plan is to provide decision makers with sound economic analyses on alternative futures for the Tennessee State Fairgrounds property and follows specific direction given by the Metro Council and by the Board of Fair Commissioners.

**What is the Phase I Master Plan for the Fairgrounds?**

Data-driven study to formulate a Fair and Events analysis for the existing Fairgrounds Site.

**Scenario 1**  
Economic projections for the Tennessee State Fairgrounds complex, in as-is condition

**Scenario 2**  
Best practices for state fairgrounds applied to the existing Tennessee State Fairgrounds - costs, benefits and economic projections

**Scenario 3**  
Agricultural/Expo Center and year-round event venue - best practices applied to a greenfield site

Physical requirements and capital costs to create a best practices state fair and year-round venues on a greenfield site

Station 1      Phase I - Master Plan      HDR      HOK      PERKINS+WILL      EDGE      SUNBELT

## Fairgrounds Master Plan - Phase II (Recommended Master Plan)

### List of reoccurring themes & comments from various studies and public meetings

	LIKE	DON'T LIKE
•Improve Wedgewood Avenue with Street Trees and Sidewalks - "Complete Streets"	3	0
•Improve Nolensville Corridor Streetscape	3	0
•Link community sidewalks and greenways	3	1
•Create Town Centre/Village Square	6	3
•Utilize Sustainable Development Techniques	4	0
•Reduce surface parking	4	3
•Integrate Green/Open Space	5	1
•Create Opportunities for broad mix of jobs from small businesses to corporate offices	6	3
•Provide a mix of housing types - market rate/work force/affordable	3	6
•Weekend vendor/merchant spaces	10	4
•Protect Existing Neighborhoods from Industrial encroachment	4	0
•Provide Exhibition Space	5	2

**Station 1** Reoccurring Comments

Logos: FOX, EDGE, and others.

Handwritten notes on the left side of the board include: "The Center for Operations Center", "We don't need Town Ctr", "Create Town Ctr", "To make the most of the space, we should have a mix of uses", "Create surface parking", "Don't like surface parking", "Integrate green space", "No - not like theatre", "No stadium change", "Jobs from small business", "This area is getting a lot of attention and we need to make sure we have a mix of uses", "Outdoor market like farmers market", "Protect existing neighborhoods from industrial encroachment", "Need to make sure we have a mix of uses", "Need to make sure we have a mix of uses".

## Fairgrounds Master Plan - Phase II (Recommended Master Plan)

### List of reoccurring themes & comments from various studies and public meetings

	LIKE	DON'T LIKE
•Provide Vocational Training Facility	1	4
•Mixture of Active and Passive Parks	7	1
•Provide Greenway	6	2
•Amusement Rides (Fair Park)	8	6
•Provide Neighborhood Retail	6	3
•Provide Police Substation	2	1
•Improve Railroad crossings	1	1
•Permanent Indoor Market	5	3
•Provide Regional Community Center	1	3
•Urban Farming/Community Gardens	5	0

**Station 1** Reoccurring Comments

Logos: FOX, EDGE, and others.

Handwritten notes on the right side of the board include: "Need to make sure we have a mix of uses", "Need to make sure we have a mix of uses".

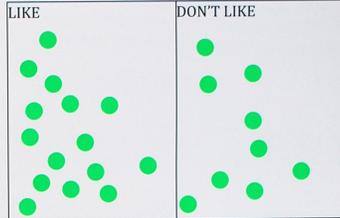






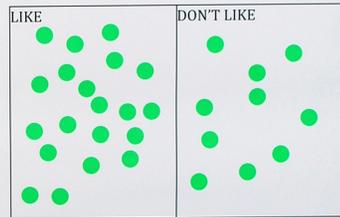
## Fairgrounds Master Plan - Phase II (Recommended Master Plan)

### URBAN PLAZA



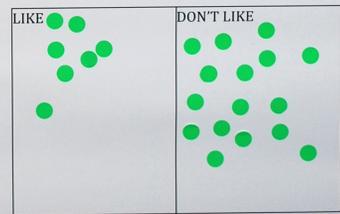
Comments

### COMMUNITY GREEN



Comments

### COMMUNITY CENTER



Comments

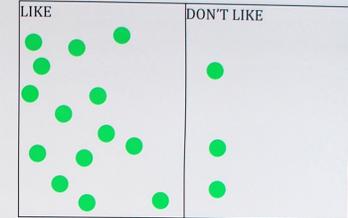
Station 4

Park/Civic Uses



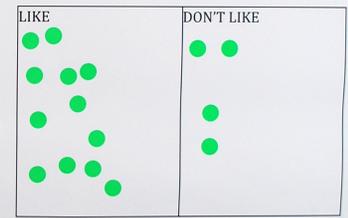
## Fairgrounds Master Plan - Phase II (Recommended Master Plan)

### PUBLIC ART



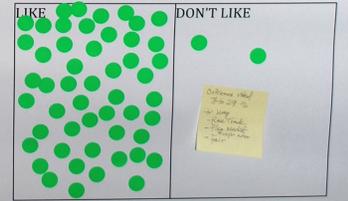
Comments

### MULTI-USE PLAY FIELDS



Comments

### RECAPTURE HISTORIC ELEMENTS



Comments

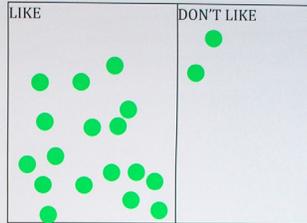
Station 4

Park/Civic Uses



## Fairgrounds Master Plan - Phase II (Recommended Master Plan)

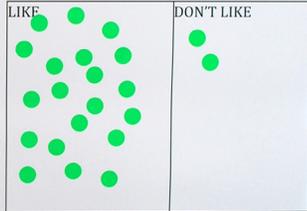
### PLAYGROUNDS



Comments

*2700000  
2000000  
1000000  
500000  
250000*

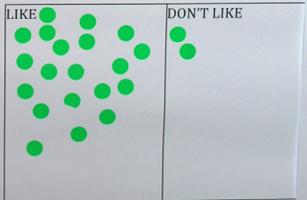
### NATURALIZED AREAS



Comments

*1000000  
500000  
250000*

### INTEGRATED STORMWATER



Comments

*1000000  
500000  
250000*

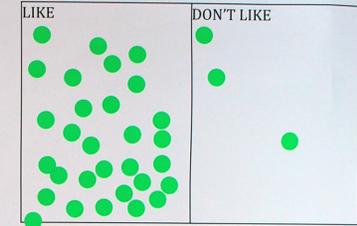
Station 4

Park/Civic Uses



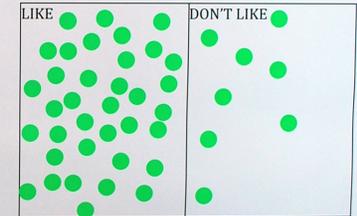
## Fairgrounds Master Plan - Phase II (Recommended Master Plan)

### OUTDOOR VENDORS/ MARKET



Comments

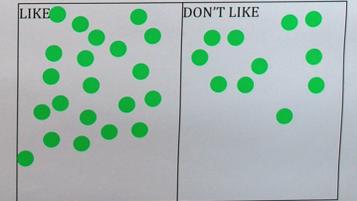
### EXPO CENTER



Comments

*40,000  
20,000  
10,000  
5,000  
2,500*

### DOG PARK



Comments

Station 4

Park/Civic Uses

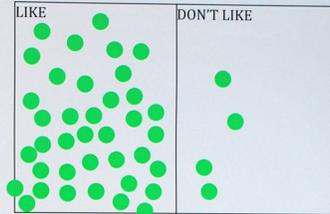


## Fairgrounds Master Plan - Phase II (Recommended Master Plan)

### AMPHITHEATRE/OPEN AIR STAGE



ONLY IF THERE IS A SOUND LIMIT

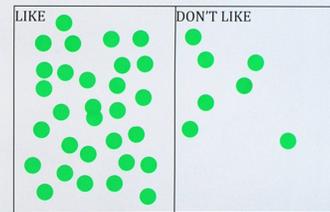


Comments

Light tower would be better for visibility in the dark

There is a sound limit

### GREENWAY/TRAILS



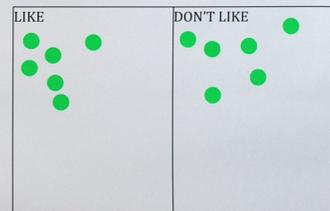
Comments

### WATER AMENITIES



So many kids

Put kids first put in water fountains



Comments

Station 4

Park/Civic Uses



## Fairgrounds Master Plan - Phase II (Recommended Master Plan)

### Fairgrounds Area Residential Market Demand and Supply Total Cumulative (FAR 1.0)

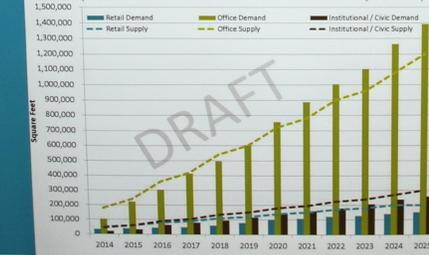


Sources: US Census Bureau, Colliers, Xceligent, & Bureau of Labor Statistics, & HDR calculations

Demand for both multi- and single-family housing is strong in the Fairgrounds area

- Development of the Fairgrounds property is estimated to yield nearly 300 single-family units and more than 500 multi-family units at full build-out

### Fairgrounds Area Market Demand for Retail, Office, Institutional/Civic Total Cumulative (FAR 1.0)



Sources: US Census Bureau, Colliers, Xceligent, & Bureau of Labor Statistics, & HDR calculations

Among Retail, Office, Institutional/Civic uses, market demand for office space is most significant

- 1.2 million square feet of office in the Fairgrounds area is estimated to be demanded by 2025 in "most likely" scenario
- Supply of office space at the Fairgrounds is expected to meet most of the demand for this type of space
- Supply of retail and institutional/civic space at Fairgrounds likely to be sufficient to meet estimated demand for these uses in the area

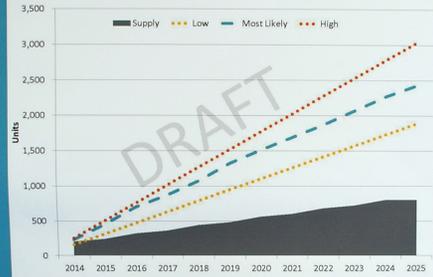
Station 5

Economic Analysis



## Fairgrounds Master Plan - Phase II (Recommended Master Plan)

### Fairgrounds Area Residential Market Demand Range Total Cumulative (FAR 1.0)



Sources: US Census Bureau, Colliers, XCelligent, & Bureau of Labor Statistics, NAIOIP, & HDR calculations

HDR

Demand for residential space in the Fairgrounds area is strong in all scenarios evaluated

- Residential development likely to be programmed at the Fairgrounds will help meet a portion of this demand

### Fairgrounds Area Office, Retail, Institutional/Civic Market Demand Range Total Cumulative (FAR 1.0)



Sources: US Census Bureau, Colliers, XCelligent, & Bureau of Labor Statistics, & HDR calculations

HDR

In a "most likely" programming scenario, it is expected that development for non-residential uses will meet the demand for these uses in the Fairgrounds area

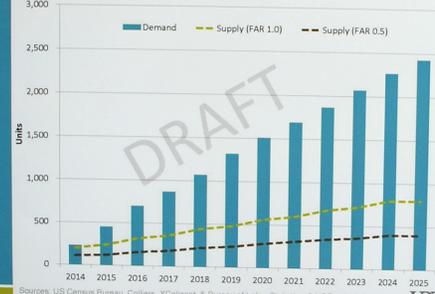
Station 5

Economic Analysis



## Fairgrounds Master Plan - Phase II (Recommended Master Plan)

### Fairgrounds Area Market Demand and Supply for Residential Total Cumulative



Sources: US Census Bureau, Colliers, XCelligent, & Bureau of Labor Statistics, & HDR calculations

HDR

Residential market demand in the Fairgrounds area is strong

- Demand estimated to reach 2,430 units by 2025, which represents approximately 3% of the Nashville area's overall estimated market demand over the same time period
- Fairgrounds development is estimated to provide between 400 and 800 units by 2025

### Fairgrounds Area Market Demand & Supply for Retail, Office, Institutional/Civic Total Cumulative



Sources: US Census Bureau, Colliers, XCelligent, & Bureau of Labor Statistics, & HDR calculations

HDR

Retail, Office, Institutional/Civic demand in Fairgrounds area estimated to reach 1.8 million square feet by 2025 in "most likely" scenario, 15% of Nashville's estimated overall demand

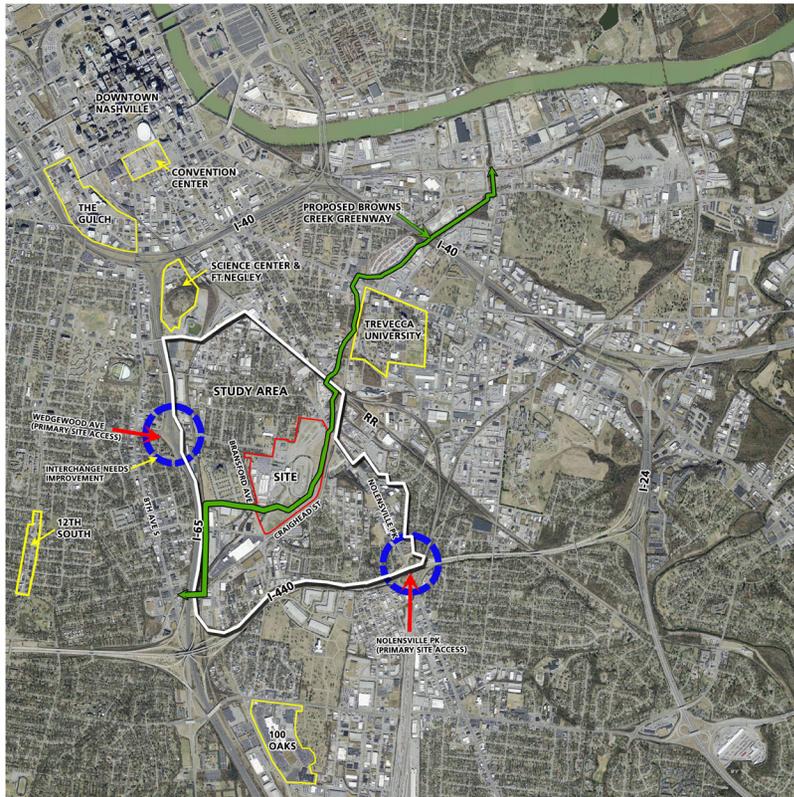
- Supply of this space may meet demand at full build-out depending on programming of Fairgrounds development

Station 5

Economic Analysis



Fairgrounds Master Plan - Phase II (Recommended Master Plan)

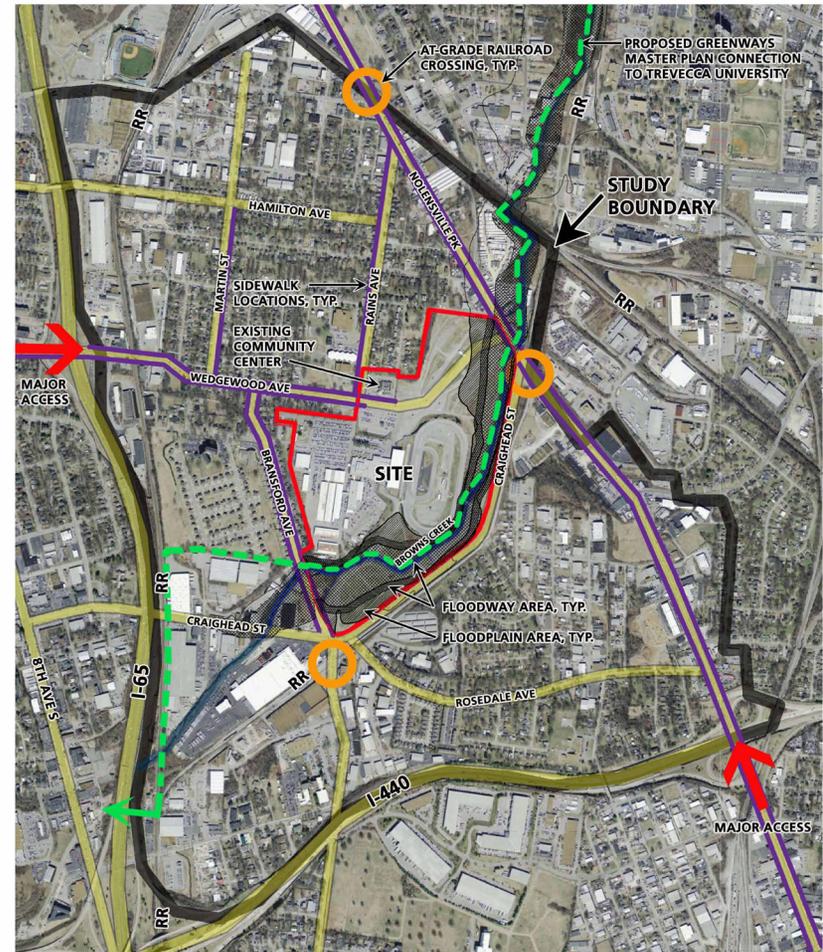


Station 6

Study Area Analysis



Fairgrounds Master Plan - Phase II (Recommended Master Plan)

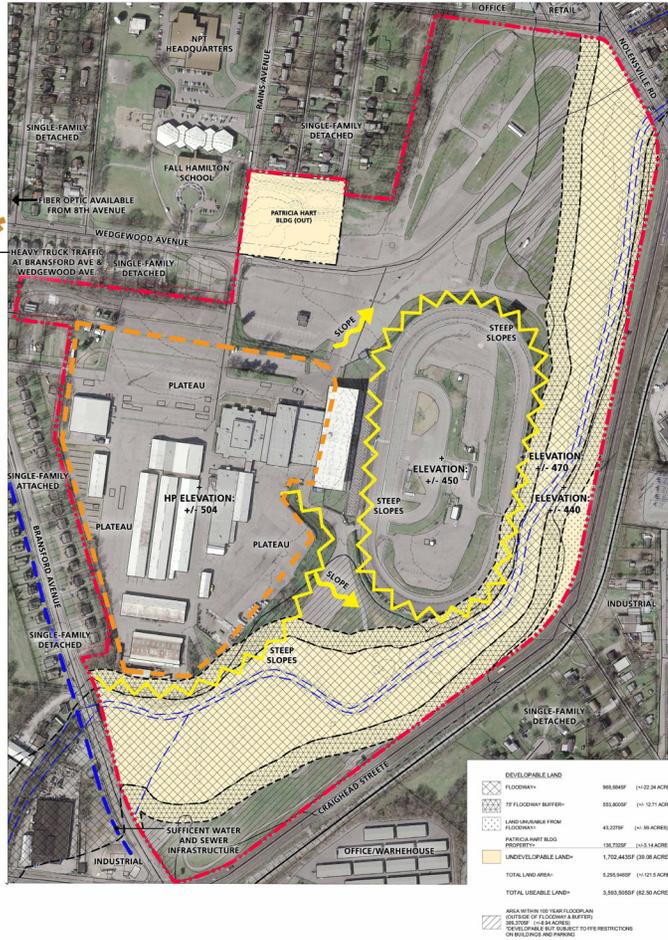


Station 6

Study Area Analysis



## Fairgrounds Master Plan - Phase II (Recommended Master Plan)

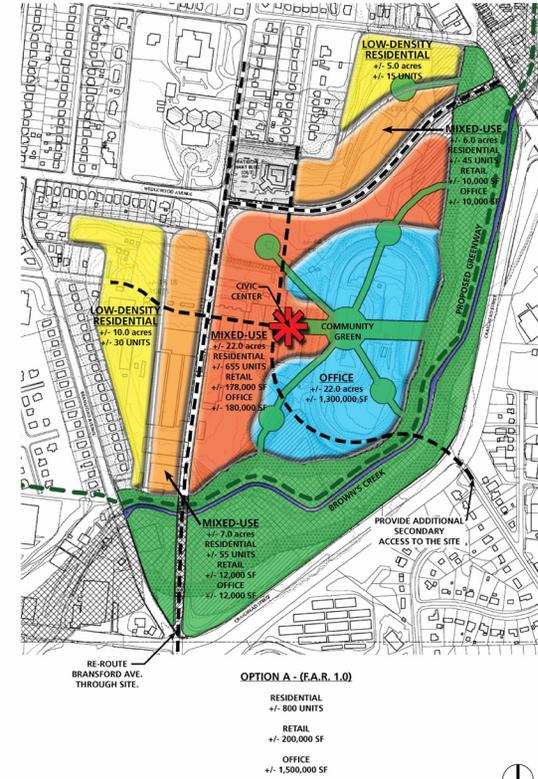


Station 6

Site Analysis



## Fairgrounds Master Plan - Phase II (Recommended Master Plan)



METRO FAIRGROUNDS - PROGRAM ANALYSIS

EDGE ENGINEERING ARCHITECTURE INTERIORS

PROGRAM ANALYSIS

August 17, 2012

Station 6

Concept Plan



**Fairgrounds Master Plan - Phase II (Recommended Master Plan)**

**Next Steps**

**Develop a preliminary highest and best mixed use master plan based on community input and refined market analysis**

**Evaluate Phase I (Scenario 2)  
Best Practices - Development of Existing Fairgrounds**

**Compare the two scenarios from a cost/benefit standpoint for next Open House**

**Refine the Preliminary Master Plan based upon stakeholder input for presentation to Metro Council**

Station 6

Next Steps



## 8.14 Public Comments

The following pages contain Public Comments received during the Open House and the Findings presentations.

### Public Open House Comments - 10.01.12

Really excited about change!! It's taken so long to make this happen. Why so many people want to keep the existing plan (Fairgrounds) is beyond comprehension.

I have faith it will come together nicely & am glad Mayor Dean is pushing this along. Keep it up!!

N. Kirkland  
Boycroft Place

#### Comments

SUSTAINABILITY!

WALKABILITY!

GREEN SPACE,  
HIGHER DENSITY.

INTEGRATED URBAN FABRIC.

FOCUS ON EDGES OF SITE AS MUCH AS CENTER,  
INTEGRATED GREEN SPACE W/ URBAN SPACE.

RESPECT HISTORY, LOOK TOWARD FUTURE, DO NOT  
GET STUCK IN PRESENT.

Something has to be done. With downtown growing and plans for 80 bts coming out and improving that area; 12 South is blowing up, this area is the perfect location for the city to make money and improve the neighborhood. Don't keep it as it is. This land is too valuable. Davidson county is losing business to Williamson and the dollars. 90 area within 5 minute drive is a perfect place to make Davidson county the place to work and live. I want my property to be worth more in future years so I can make money.

OCT 1, 2012

STRONGLY CONSIDER THE HISTORIC VALUE OF THE SPEEDWAY. CURRENTLY, THE JARRRATH BICYCLE CLUB USES THE TRACK EVERY WEEK TO RICE, TRAIN & EDUCATE CYCLISTS, ADDITIONALLY THE CLUB USES THE TRACK TO PROVIDE THE CYCLING EXPERIENCE TO HEARING ATHLETES, C.G. TH ASSOCIATION OF BLIND ATHLETES.

THANK YOU,

BOB CURRAN

I HAVE BEEN COMING TO THE FAIRGROUNDS FOR 50+ YEARS, I REMEMBER THE DAYS OF NASCAR DIVISION CUP RACING IT PUMPED A TON OF REVENUE INTO THIS CITY, & I HOPE IT COULD DO THE SAME AGAIN, I HOPE THE RACE TRACK IS HERE ANOTHER 50 YRS. & I WILL SUPPORT THE EFFORTS TO KEEP IT AS LONG AS I REMAIN ALIVE

ROBERT McBRIDE  
615-477-4238

I would like to see a  
"new and improved" fairgrounds.  
This includes:

- New "expo center" buildings suitable to hosting a variety of events from craft fairs and dog shows to live music and amateur sports
- invest in raceway (better yet, give long-term lease to a promoter)
- beautify the grass areas by planting trees, creating dual-use grass parking and play fields
- create a perimeter of trees and stone fencing and gates

Boyer Barner  
615-589-7703 57212

#### Comments

Nashville needs an expo center, either at this or another location, that has plenty of free parking, easy access to the interstates, and 100,000 square feet of enclosed exposition space. There must never be a lapse in availability from the current fairgrounds to the new or repurposed space.

#### Comments

Gentrification encroaching on all sides, would be great to incorporate housing that could remain affordable for middle/low income families.

The racetrack has no proper place in an inviting, thriving urban neighborhood.

Thank you!

- Regardless of <sup>end</sup> use at the fairgrounds the planning of greenways & greenspace is crucial.

- The idea of a corp. "anchor" campus would be a game-changer to the neighborhood.

Keep the track in operation. It is used one night a week by the Memphis Bike Club with 70-80 persons riding for 2-3 hours. The club also provides cycling opportunities for 'adaptive athletes', mostly students from TSB, but also for adults. We ride with these athletes as tandem bicyclists. It has been a very successful outreach by the club.

- Agriculture Expo space is not represented nor considered.
- Agricultural/Innovative Fair is not represented nor considered.
- The Fairgrounds are much greater and have much farther reaching impact than Nashville area alone.
- Considerations for regional/state impacts/benefits should be considered.

THE CITIZENS OF Davidson County voted to keep the Fairgrounds. STOP WASTING cash money WITH THE BS RESEARCH AND PUT IT BACK INTO THE FAIRGROUNDS AND BE DONE WITH IT!

WILL THIS 130+ ACRES BE:

- A. GIFTED TO INSTEAD BY THE CURRENT OWNER (LAND TRUST).
- B. OBTAINED THROUGH EMINENT DOMAIN PROCEDURES
- C. LOANED FROM LAND TRUST BY INDIVIDUAL DEVELOPING ENTITIES

Everything needs to play the same. Keep the Flea Market, Race Track, Weekly event on the weekend. Keep the Tennessee State Fairgrounds

and keep the state fair just do a little face lift

#### Comments

- ① Regarding the analysis of housing need, various income levels need to be studied. Nashville's number of "rent-burdened" families (those paying more than 30% of income on housing) is steadily increasing. The neighborhoods surrounding the fairgrounds have historically been affordable to low & moderate income families. However, gentrification is raising housing costs quickly. Any development at the fairgrounds could make this worse OR could establish mixed-income housing with some being permanently affordable. One model is the shared equity housing now being built by the Housing Fund at 3rd & Chestnut. New development must NOT force out lower-income residents, or make this area no longer affordable.
- ② The same analysis of income levels should be done for employment opportunities at the fairgrounds site, making sure that existing residents and others of modest income can get jobs here, not just higher-income people from other areas.

① One of the presenters mentioned that the Nolensville Road/I-440 connection could handle as much traffic as a developed site could generate. The ~~two~~ on + off ramps may handle it, but I-440 itself is a parking lot now at rush hour. Please don't set us up for a worse situation!!

② There is an elementary school right across Reins Ave from this site. Any development needs to take that into account. Several years ago, the racetrack made it almost impossible for some teachers to teach - We don't need a repeat of this -

The overall impact of any development on the adjacent neighborhoods needs to be carefully factored into these plans. We don't need another 12 South or Gulch, with housing that very few can afford. Development must not displace <sup>moderate-income</sup> residents and bring in wealthier ones.

Any services provided by retail or restaurants should not only be the "trendy" ones, but should be services that existing residents of adjacent neighborhoods need & want -

#### Comments

In no scenarios presented today was agriculture exhibition space considered. Though agriculture is not on the grounds each month of the year at the present time it ~~is~~ has a history & rich tradition on those grounds. Both seem to have been forgotten. The TN State Fair wishes to be kept at the fairgrounds that will be eliminated with any of these scenarios. It is extremely important that Nashvillians & Tennesseans be exposed to agriculture & that we do not take that opportunity away.

Comments

Phase I is compatible with the Metro charter amendment which passed with 73% of the public vote.

Phase II is the mayor's original plan which aroused so much public opposition the Metro Council chamber was jammed with protesters and led to the introduction of the charter amendment which passed with an overwhelming majority.

It is obvious that the Fairgrounds needs renovation to function optimally. Virtually no one wants it to remain absolutely as it is today with no renovation or improvement, but 73% of the public voted to keep the Fairgrounds where it is today serving its present function. The Fairgrounds presently serves an important social and economic function for Davidson County. We need and want to renovate and improve the Fairgrounds to fulfill this need.

George Grubbs

Please keep everything as is

Flea Mkt, Race Track Fair & other events

I WOULD LIKE TO SEE A  
~~RENOVATION~~ <sup>REVAMPING</sup> OF THE FAIRGROUNDS

NOW PAINT, AIR CONDITIONING  
NEAT, BEAUTIFY THE FAIRGROUNDS  
AND LEAVE WHERE IT STANDS -  
MAKE THE FAIRGROUNDS BETTER  
FOR EVERYONE INVOLVED - IT  
AFFECTS A LOT OF PEOPLE  
ACROSS THE U.S.

PLEASE DON'T LET POLITICS OR  
FROANS SOMEBODY'S POCKET TO  
BE THE DISEASE OF THE FAIR  
GROUNDS FLEA MARKET - THIS  
IS A BIG PART OF MY LIVELIHOOD  
AND SO MANY OTHER PEOPLE.

THANKS  
Richard Lewis  
615-714-1964

② That said there are plenty of "improvements" that could be made.

- a.) We need a Real Grocery store.
- b.) We need Brown's Creek to "Survive" (we are the ones who have been CLEANING IT!)
- c.) Un used tiny buildings could be turned into Vet exam rooms. WE NEED a REAL Animal Shelter! THIS is where the abused/neglected ones are ALWAYS brought-RIGHT!
- d.) Park N' Ride @ edge by-  
Nolanville Rd.

④ very hard to do what he can to appease us. He's a nice guy (unlike Bobby H.) we'd help organize a "re-furbishment" of the buildings (I have photos!)

We see that in order to make money off of us & our area, you've got some Big Plans - Hope they work for that against us - my Neighbors have had their homes here for 40/50/60 years. They don't want to move. (Ms Elizabeth's 94 1/2 yrs old... Dow. Susan OS. Not quite - we LIKE the TN State Fair. It's Run Well...

③ There are things we DON'T WANT - Condos/Apartments etc. Big Office buildings, Big Box Stores, Strip malls, call centers, whses, or loud venues - I QWN my Home, & Don't want to MOVE ANYWHERE! Besides, I'm no Spring Chicken. BTW, Thanks for the Chickens. (The NEW LAW. GRANTING BACK-YARD CHICKENS, THAT IS!)

Basically, MOST of us in this neighborhood would like to see a few changes (See pg. 2, a.-d.) But we actually LIKE the Flea market! Bring it! We're not that "Jazzed" by the Racetrack, but Tom's Farmosa had tried

Oct 1, 2012 Page ①  
First of all, I feel like we in this neighborhood are being "Railroaded" into "choosing" things we really do NOT like - (Needed MORE stickers for Did NOT Like!) what we liked was at a much smaller scale. I saw some of those "offenses" - I'm really disappointed in this process.

Comments

You are not adhering to what the voters have said they wanted. There is a total disregard to comments/questions from those at the meeting, speakers turning their backs and walking away. They don't want to explain those concerns. Phase II has issues that should not be part of the consideration for the uses of the fairgrounds. Leave the fairgrounds alone with the exception of adding more events and activities for the people. We don't need housing at all!!! We want a place for vendors to come and sell their wares and offer all sorts of contests that would draw in many people. We don't need corporations or offices either. There is a new Community ctr w/ an emphasis on economic dev. So we don't need that either. Your leaders need to be more sensitive to the

sentiments of the people of this community. Use the fairgrounds for events - leave the rest alone



## Public Presentation Meeting - 1.28.13

### Questions from Phase 2 Fairgrounds Master Plan Public Presentation Meeting Jan. 28, 2013

Q. To accomplish the redevelopment plan as projected, what zoning changes (if any) would be required?

-- Colby Sledge

A. The fairgrounds site is currently zoned IWD, which is an industrial district that permits a broad range of industrial, commercial, automotive and office uses, but excludes heavy and medium manufacturing. To accomplish the redevelopment a mixed-use zoning district, such as MUI, would be preferred with an urban design overlay that sets specific development standards for each sub-area.

Q. What is the nature of the possible I-65 interchange improvement?

How would the north end of the Bransford extension intersect with the one-way 4<sup>th</sup> Avenue?

Has consideration been given to healing the Benton Avenue connection to Lindell Avenue by rebuilding the Benton bridge over the CSX rail?

What ideas are in consideration for traffic calming and flow on Wedgewood Avenue, especially between I-65 and CSX at Lindell Avenue?

-- Lucas Leverett

A. Improvements to the I-65 / Wedgewood Interchange have not been included as part of our study. Congestion at the interchange reflects overall community growth, and is not directly related to further development of the fairgrounds site – as either an improved fairground complex or a mixed-use development.

The north end of the Bransford extension would terminate at 4<sup>th</sup> Avenue just as Rains Avenue currently does.

No consideration has been given to rebuilding the Benton Avenue bridge.

Improvements considered for Wedgewood Avenue include new sidewalks, street trees, street lights and street furniture. In addition, vehicle lanes would be restriped to include bike lanes. Reducing the drive aisle widths and adding bike lanes has proven to be an effective traffic calming device.

Q. How much money did these studies, both Phase I and Phase II, cost Metro? From whose budget or funds will this money come from, such as the Fair Board, the Mayor's Office, and so forth?

Page 1 of 6

A. The consultant contract for Phase I was \$90,000. The consultant contract for Phase II was \$143,000. There have been no amendments to these contracts. Funds for these studies were in the Mayor's recommended budget that was delivered to the Metro Council. The Metro Council approved the funding as part of its budget ordinance. No funds were taken from the Fair Board budget.

-- Anonymous

Q. Throughout months of meetings and presentations and finally through a vote, it has been clear that the people, the constituents do not want housing or offices included in the Master Plan. Why are these issues still being presented as a viable choice?

Why do your speakers speak without a mike. They cannot be heard. If the mike is on, put it amplifying enough or the speakers aren't using it properly. We should not have to strain to hear or to see what is being presented.

-- Registered Voter

A. Metro Departments and consultants are implementing Council Ordinance BL2010-820 as amended and approved by Metro Council on Feb. 1, 2011. The description of the Council's directives for the Master Plan are below.

#### **METRO COUNCIL'S DIRECTIVE FOR PREPARATION OF A MASTER PLAN FOR THE TENNESSEE STATE FAIRGROUNDS – BL2010-820**

“The Fair Board **shall**, in conjunction with the Metropolitan Department of Parks and Recreation and the Metropolitan Planning Department, develop a master plan for the future development and operation of the Tennessee State Fairgrounds site and surrounding area.

Such master plan **shall**, at a minimum, include:

- (a) provisions pertaining to the construction of a public park and restoration of Brown's Creek;
- (b) recommended modifications to and/or removal of the existing facilities;
- (c) planned development of the site for mixed-use purposes;
- (d) recommended zoning or land use policy changes for the site and the surrounding area bounded by LaFayette Street/Murfreesboro Pike to the north, Interstate 65 to the west, Interstate 440 to the south, and Interstate 24 to the east; and
- (e) suggested infrastructure improvements on the site and in the surrounding area that would enhance the economic viability and livability of the area.”

Speakers were indeed using an active microphone during the presentation.

Page 2 of 6

Q. Where is the intent of the county-wide referendum? The vote of the people? In the previous hearings “the people” were against doing away with the fairgrounds and the four components of it – fair, race track, flea market, 700 other organizations that rent the facilities. This presentation is what the Mayor wants so as to enrich his top supporters. What happened to the democracy. This is Russian dictatorship topics.

-- Dr. S. M. Dick Dickerson

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- (e) suggested infrastructure improvements on the site and in the surrounding area that would enhance the economic viability and livability of the area.”

Q. If the public has already voted on this matter at a public referendum, then why is that not good enough? I think the Mayor and Fair Board members are like a form of dictatorship. I feel like the Mayor has an open checkbook of the people of Nashville to do just as he pleases. I don’t agree with any of that, the Fair Board members give someone a lease of the race track but dictate how many races they can run. What part if any of this procedure is right? Why should the people of Nashville keep paying for this kind of foolishness like the master plans? I feel like the people that have voted on this matter need to remind the dictator Karl Dean

who he is suppose to be working for. I feel like I’m watching a real life conspiracy sneaking around having closed door meeting, but after asking for a face to face meeting with the Mayor I’ve never even seen him at any of the meetings. I strongly feel like the Mayor needs to be impeached by the people.

-- Anonymous

A. The current Master Plan study was ordered by the Metro Council, and the Metro Council alone. Metro Departments and consultants are implementing Council Ordinance BL2010-820 as amended and approved by Metro Council on Feb. 1, 2011. The description of the Council’s directives for the Master Plan are below. Note that there were no changes to the Council’s directives following the referendum on the Charter amendment.

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- (j) suggested infrastructure improvements on the site and in the surrounding area that would enhance the economic viability and livability of the area.”

Q. John, in your presentation you spoke of public input from past studies. Some of these studies are over a decade old. Why did you not reach out for current public input?

The term “stakeholder” is being used often. Who did you speak with from the Flea Market, Fair, Expo, and race community?

It is interesting that you talk of stakeholder input but refuse to hold a public forum.

-- Shane Smiley

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A. Our approach to public input included a combination of previous public input from multiple studies that were completed in the past and recent public input gathered during three previous public meetings. Two of the public input meetings were aimed specifically at improving and redeveloping the fairgrounds for its current use. One public meeting was held to gather public input towards the redevelopment of the site as a mixed use development. In addition, a website for both phases of the study has been available that includes all of the information that has been presented. There is opportunity for additional input on the website.

<http://www.nashville.gov/Planning-Department/Tennessee-State-Fairgrounds-Master-Plan.aspx>

The Phase I team, which focused entirely on fairground and event uses, communicated with representatives from the Flea Market, Fair Board, Tennessee State Fair/Department of Agriculture, major Expo Center exhibitors, the Fairgrounds Speedway promoter, and made contact with NASCAR officials.

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Q. What is the associated cost to increased population for schools, additional keep-up of roads, trash pick-up, etc.

-- Anonymous

A. Providing city services to an increased population on this site would be comparable to the cost of providing services to residents in a mixed use development in any other inner city location, which is less costly per capita than providing services to residents in new suburban developments.

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#### **Comments**

We want to make sure that there is at all times 100,000 square feet of expo space. We are concerned that when/if the infrastructure is being implemented that there continues to be expo space during the process.

-- Ann McKinney, Christmas Village

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My name is Jackie Word (?). I am fully against this. I am a voter.

---

The Mayor has lost my vote forever and I will lead the charge against him.

-- SGS

I took the glorified park and ride. Layered parking not good for neighborhoods. Numbers are too low for infrastructure improvement. It will cost far more and need more expensive grading. Please let us keep our fairground, one of the best entertainment business schools is down the street and they need this place as a place to perfect their trade.

-- Teri Barer

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