

BRADLEY COUNTY ECONOMIC DEVELOPMENT CORPORATION

Steve Jones, AEDC

Presented Industrial Site Development Class

John Lipton introduced Steve Jones, building and sites coordinator for the Arkansas Economic Development Commission.

Steve Jones presented his Site Development Class to BCEDC and community members. He explained that his class has been developed over the years by working with communities and seeing good and bad examples of developed sites. The Class started by Mr. Jones stating that, "The purpose of the Site Class is to provide the skills for a community to create a quality product and to expand the opportunities for that community. The size, type, and location of a community's site should be determined by the community's growth patterns and strategic plan."

Mr. Jones discussed the process of determining what size site a community needs. If a community is marketing to small, 10-to-20 job manufacturing operations, it could market one-to-three-acre sites within a 30 acre park, while a community marketing to 100-to-200-job operations would have to divide a much larger site into larger tracts of property. Each community will have to customize local sites to its needs. Mr. Jones explained that touring sites and property today, he saw that the topography of Warren may limit the amount of suitable acreage for site development. Some of the areas that he visited dropped off to wetlands. Mr. Jones stated that we need to determine what we want to market and what we can place and then go after it.

Mr. Jones stated that a community needs to understand its strengths and weaknesses'. He stated that a strength of Warren is that we have an active rail and we need to use that strength. Mr. Jones discussed the importance of getting I-69 completed, which would add interstate access to our strengths.

Next he discussed pricing a site. The price of the site needs to include the cost of improvements to the property; running utilities to the site, road work, etc. Sometimes it is less expensive to pay more for property with the improvements, instead of paying less and improving the site. Mr. Jones stated that the profit a community receives from an investment in a site is not always in money but in the jobs being created by a new company. Of-

ten property has to be given to an industry as an incentive. One of the pitfalls a community makes is in not buying enough land. Enough land needs to be purchased so that a community can control what is developed around their industrial sites. The development of schools, hospital, housing, retail, and airports around an industrial site can all restrict industrial development.

Mr. Jones discussed the importance of listing industrial and commercial sites on www.arkansassiteselection.com. Mr. Jones explained that this site is owned by Arkansas Entergy and Arkansas Economic Development Commission (AEDC) partners with them. It is a data base where communities can list their properties and also contains demographic information. Mr. Jones stressed that if property is not listed on Arkansas Site Selection it does not exist to AEDC and they will not be able present your properties to prospects. To be listed on the website it has to be at least 10-acres, the building can be at least 10,000 sq. ft., and be commercial, office, or industrial.

Mr. Jones posed several questions that a community should think about:

- Do you want your community to grow?
- Does your community want to grow?
- Do you know your growth patterns? (very important)
- Do you need a site and or building?
- What, as a community, can you afford?
- What return on investment is needed?
- Are the roadways clean?
- Do you enforce your zoning ordinances?
- What does the entrance to your community look like?
- Are there any transportation road blocks?

Mr. Jones listed several common mistakes communities make:

- Never try to hide or cover landfill areas.
- Purchasing land because it is available.
- Picking land because no one else wants it.
- Thinking that undeveloped property is a good site.
- Developing a site with utility easement through the property.
- Not acquiring cost estimates for utilities and site preparation.
- Believing that the State will run all of the utilities to your site.

HOW CAN BCEDC HELP LOCAL BUSINESSES?

BCEDC can help your business in such areas as:

- Land and building acquisitions
- Financial packaging
- Demographic and economic data
- Incentive packaging
- Workforce training
- Plant expansions
- Entrepreneurial and small business development

- Not having control of the property.
- Purchasing land without a phase one environmental audit.
- Developing a site in the way of community growth.
- Buying because you have the money.

Mr. Jones listed the steps to evaluate a site:

- Determine the desired acreage. A minimum of 40 acres is a good place to start.
- Make sure the site is zoned properly, buildable, available, realistically priced, realistic utility extensions.
- Before purchasing, complete the following; Pre-construction soil analysis, phase-one environmental analysis, wetlands analysis (Corps of Engineers), clearance from State Historic Preservation Office, clearance from US Fish and Wildlife.
- Is there adequate utility service on site or within close proximity, and how do the utilities impact the sites (easements)?
- Perform a field inspection of site.
- Locate land with moderate slope of five percent or less that is well drained and outside the 100-year floodplain.

June 2016— Jobs Update		
Bradley Co. Employers	# Emp.	Openings
AR Superior Federal CU	14	0
Area Agency on Aging of SE AR	19	12
Armstrong Flooring	248	3
Ashcraft Wood Products	21	3
Bradley Brand Furniture	4	0
Bradley County	69	0
Bradley Co. Medical Ctr.	253	18
Chapel Woods Health & Rehab	115	5
City of Hermitage	7	0
City of Warren	44	0
First Presbyterian Childcare Ctr	19	0*
First State Bank of Warren	31	0
Fulghum Fibers	10	0
Hermitage Schools	82	4
New Beginnings, CASA	22	2
Oasis Trading, LLC	37	0
OK Foods	25	0
Ouachita Hardwood	45	0*
Potlatch	176	1
SE AR Community Action Corp.	64	3
SE AR Human Dev. Ctr.	234	43
Super Valu Foods	63	1**
The Mad Butcher	58	3***
Townsend Flooring	28	0*
UAMS/KIDS FIRST—Warren	16	3
Union Bank	8	0
Warren Bank & Trust	37	0
Warren School Dist.	289	17
TOTAL	2038	118

*Taking Applications **Applications on Thur. ***Applications on Mon., 1-4 pm

Site Class - Continued

- Evaluate each site's potential. List the pros and cons of each site. Set up a table showing size, cost, etc. Rank the sites using the map and table information.
- Does the site have fire, police, and solid waste service.
- Know the airport glide slope of the site.

Items to be addressed during site development are:

- Have control of the site and determine a firm price per acre. (lease, sale, free)
- Develop zoning and or restrictive covenants.
- Ensure appropriate drainage.
- Adequate utilities. sewer (8" minimum), water (6" minimum), gas, and 3 phase electric.
- Infrastructure complete: interstate, rail, port, airports.
- Permitting and annexation process streamlined.
- Determine who controls mineral rights and who pays for site preparation.
- Acquire soil borings and environmental audits survey.

Mr. Jones explained that even though a Spec Building

JOB OPENINGS AT:

Area Agency on Aging of SE AR: Has openings for 12 Transit Drivers. Applicants must have a clean driver's record, must pass a criminal background check, must not be on an adult or child maltreatment registry, and must pass a drug screening test. Applicants may fill out application at Area Agency on Aging, 110 E. Gaines, Monticello, AR. Contact person Chandra Allen at 870-460-9527.

Armstrong Flooring: Has 3-job openings. Interested candidates should apply online at www.armstrongflooring.com or www.esa-staffing.com

Ashcraft Wood Products Corp.: Has job openings for 3-Set-up and Machine Operators. To apply contact Ashcraft Wood Products, 870-226-6739.

Bradley Co. Medical Center: Employment opportunities for RN, LPN, Nursing Assistant, CNA, and Housekeeping are posted online at

www.bradleycountymedicalcenter.com for full-time, part-time and PRN positions.

Chapel Woods Health & Rehab: Has job openings for 1-LPN (7am-7pm), and 4-CAN. For additional information and to apply call 870-226-6766.

Hermitage Schools: Has 4-job openings. For requirements and additional information go to:

www.hermitageschools.org click on Administration and then on Job Listing. To apply contact the Superintendent's Office at 870-463-2246.

New Beginnings: Has 2-job openings for Security Positions. Call 870-226-9970.

Potlatch Corporation: Looking for a fully qualified electrician. For more information or to apply, please go to

www.potlatchcorp.com under the career section. EEO/AA/Veteran employer.

SE AR Community Action Corp.: Has 3 job openings. Call 226-2668 ext. 320.

SE AR Human Development Ctr.: 6-positions being advertised, 1-Residential Services Manager, 3-Residential Care Shift Supervisors, 1-teacher assistant and 1-LPN. 29-open positions for Direct Care. Apply through www.arstatejobs.com.

The Mad Butcher: Has full time and part time openings. Experience is required. Job applications are taken on Mondays, from 1:00 to 4:00 pm at Mad Butcher or online at www.foodgiant.com.

UAMS/KIDS FIRST—Warren: Has job opening for a ECDS II, Clinic Coordinator—RN, and a RN (PRN). Apply online at www.uams.edu/jobs

Warren School Dist.: For details on job openings and to apply contact the Warren School Dist. at 870-226-6738 or online at www.warrensd.org

may not sell for an extended period of time, it is a useful tool in attracting a new industry. A spec building should be thought of as advertising.

Mr. Jones concluded the Site Development Class by stating that we have an obligation to protect our industry with restrictive covenants, master plan and zoning ordinances.

HOW CAN BCEDC HELP?

BCEDC

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ASBTDC Award Winner

The Arkansas Small Business Technology and Development Center (ASBTDC), on the UAM campus, wants to celebrate Mr. Michael Jones, Business Consultant, for assisting SE AR individuals and/or small businesses in acquiring over \$4.9 million in small business loans and over \$200,000 in awarded contracts in 2015. Mr. Jones immediately began to make an impact after joining the ASBTDC in 2014. He was recognized by the Lead Center, U of A at Little Rock, at the Annual Spring Staff Conference, May 12th, as a member of the \$4 million club.

The ASBTDC helps Arkansans fulfill their dreams of starting new businesses, buying existing businesses, expanding their business or commercializing their research or new technology. Last year, across the state, the ASBTDCs located at the U of A at Little Rock, Fayetteville, and Monticello, Arkansas State University, Southern Arkansas University, Arkansas Tech University, and Henderson University helped clients secure over \$65 million in loans and other capital for their business ventures.

The ASBTDC not only assists clients with small business loans, but it also offers market research, training workshops and seminars that are second to none. Businesses assisted by the ASBTDC create more jobs and increase sales more than the average business in Arkansas, according to annual economic impact studies. Last year's study found that clients increased sales 24% more than the average business. ASBTDC consultants work one-on-one with clients and there is never a charge for consulting services. For more information, please contact our office at (870) 460-1910 or email us at sbtcd@uamont.edu