



Ashland City Terminal

Re-zoning Application for Ashland City
September 13, 2023

Contents of Application



Completed Application for
Reclassification of
Property Under Zone
Ordinance



Graphic Plat of Property
to be Rezoned



Names and Addresses of
All Landowners withing
1000 feet of property



Map showing all property
within 200 feet of proposed
property



Economic Impact
Analysis for Ashland City
Terminal

Executive Summary

With the continued commercial and industrial growth in Middle Tennessee, demand has been created for an additional marine cargo handling facility in Ashland City which will be located at 1037 Thompson Road. This marine cargo transfer facility will primarily unload barges containing non-hazardous break bulk and bulk commodities that will then be stored on site pending final delivery to manufacturing plants and industrial consumers throughout middle Tennessee. In this terminal development, Ingram will expend approximately \$41M for the development of multiple docks, warehouses, and material handling equipment supporting 24 full time jobs with an average annual wage of \$104,000.

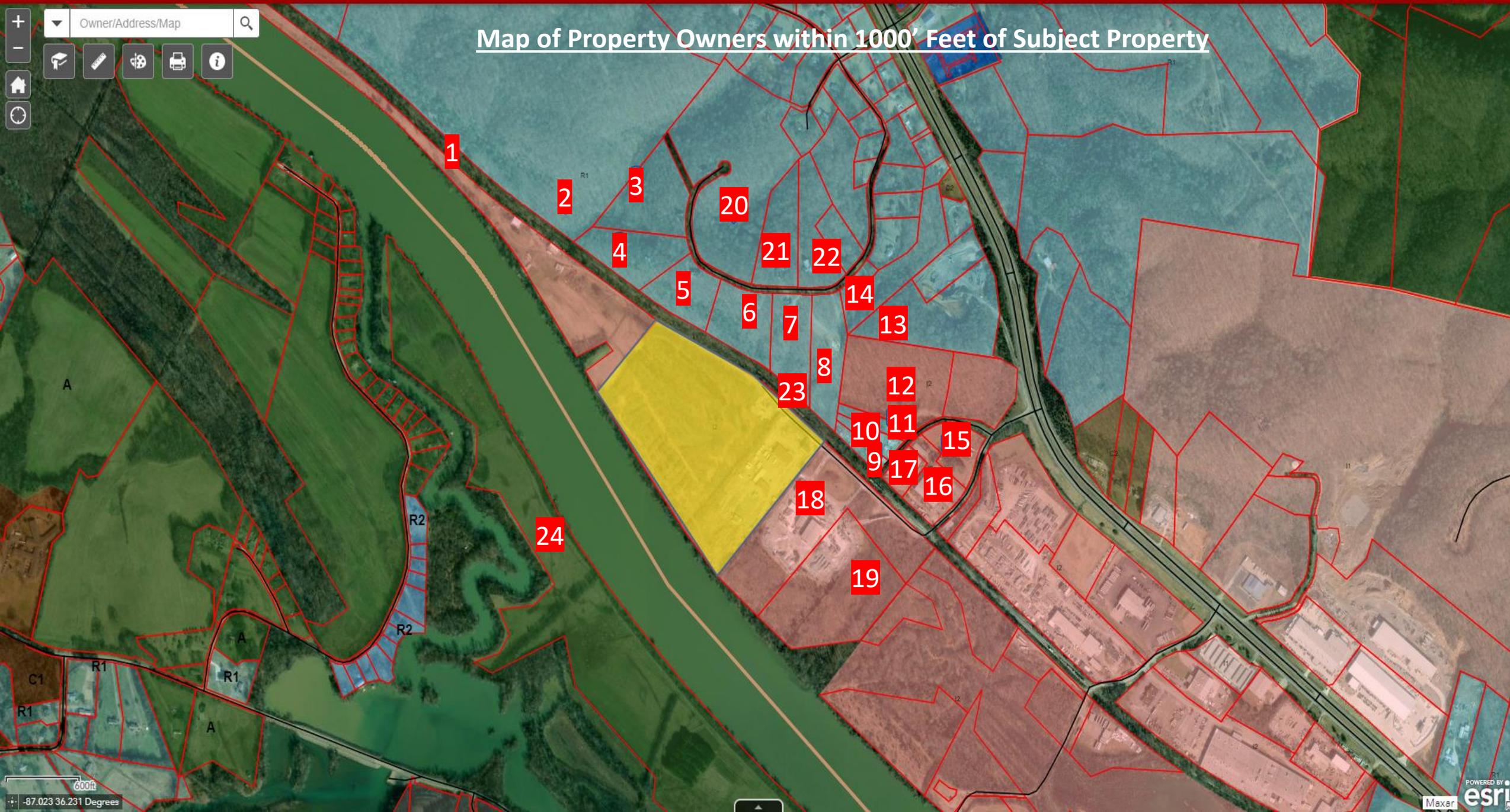
In accordance with Ashland City Zoning Codes, Ingram is requesting that 1037 Thompson Road be rezoned from Light Industrial (I-2) to Heavy Industrial (I-3) therefore facilitating the storage of break bulk materials outside of enclosed storage areas on paved laydown yards.

List of Property Owners within 1000 Feet

#	PARCEL OWNER REGISTERED	PARCEL ID #	Parcel Address	City, State	Mailing Address	Zoning
1	ADCOCK, FRANKLIN DWIGHT	062 07701 000	1043 THOMPSON ROAD	ASHLAND CITY, TN	SAME	I2
2	TRABUE, NELSON JR AND SUSAN TRABUE	062 07700 000	RIVERVIEW LANE (OFF)	ASHLAND CITY, TN	920 TRABUE DR, ASHLAND CITY, TN	R1
3	COOKE, MICHAEL BRIAN ETUX AMY BLACKMAN	062 07706 000	1045 RIVERVIEW LANE	ASHLAND CITY, TN	SAME	R1
4	SCHLUNDT, DAVID	062 07705 000	1039 RIVERVIEW LANE	ASHLAND CITY, TN	SAME	R1
5	FISHER, JACK	062 07714 000	1031 RIVERVIEW LANE	ASHLAND CITY, TN	SAME	R1
6	JERDON, BONNIE ETVIR HAROLD JERDON	062 07704 000	1015 RIVERVIEW LANE	ASHLAND CITY, TN	SAME	R1
7	LONG, CHERYL A	062 07703 000	1011 RIVERVIEW LANE	ASHLAND CITY, TN	SAME	R1
8	HOOTEN, ANTHONY D	062 07702 000	RIVERVIEW LANE	ASHLAND CITY, TN	2305 SEIFRIED ST, NASHVILLE, TN	R1
9	WALKUP, JUDY	065 04100 000	1040 GALLAHER RD	ASHLAND CITY, TN	SAME	R1
10	NEWMAN, STEVE	065 04101 000	1032 GALLAHER RD	ASHLAND CITY, TN	SAME	R1
11	WALKUP, DONALD ETUX JUDY	065 04102 000	1030 GALLAHER RD	ASHLAND CITY, TN	SAME	R1
12	WILKINS, ROD E	065 04200 000	HWY 12S (OFF)	ASHLAND CITY, TN	6441 BRESSLYN ROAD, NASHVILLE, TN	I2
13	WALKER, JASON	062 04101 000	HWY 12S	ASHLAND CITY, TN	PO BOX 849, ASHLAND CITY, TN	R1
14	HOOTEN, ANTHONY D	062 07715 000	RIVERVIEW LANE	ASHLAND CITY, TN	2305 SEIFRIED ST, NASHVILLE, TN	R1
15	REED, JERRY	065 04001 000	1020 THOMPSON ROAD	ASHLAND CITY, TN	1030 FOX HILL ROAD, ASHLAND CITY, TN	I2
16	THOMPSON, MARGARET S	065 04000 000	1030 THOMPSON ROAD	ASHLAND CITY, TN	21 WASHINGTON PARK, NASHVILLE, TN	I2
17	THOMPSON, DONALD F	065 04002 000	1032 THOMPSON ROAD	ASHLAND CITY, TN	1160 CHICKADEE CIR, HERMITAGE, TN	I2
18	THE BASSICHIS CO	065 02400 000	1035 THOMPSON ROAD	ASHLAND CITY, TN	PO BOX 968, KATY TX 77492	I2
19	THE BASSICIHIS CO	065 02500 000	THOMPSON ROAD	ASHLAND CITY, TN	PO BOX 968, KATY TX 77492	I2
20	MIKLICH, HENRY A	062 07707 000	1055 RIVERVIEW LANE	ASHLAND CITY, TN	1921 HWY 12S, ASHLAND CITY, TN	R1
21	AMONETT, EDWARD M	062 07711 000	1012 RIVERVIEW LANE	ASHLAND CITY, TN	SAME	R1
22	ALI, YASMINE SUBHI	062 07712 000	1010 RIVERVIEW LANE	ASHLAND CITY, TN	SAME	R1
23	NASHVILLE AND WESTERN RR ROW	ROW	N/A	N/A	P.O. BOX 788, NICHOLASVILLE, KY 40340	N/A
24	STATE OF TENNESSEE	065 02300 000	3101 RIVER ROAD	N/A	312 8TH AVE NORTH, 22ND FL, NASHVILLE, TN	A

Owner/Address/Map

Map of Property Owners within 1000' Feet of Subject Property



Owner/Address/Map

Map of Property Owners within 200' Feet of Subject Property

Orange Highlighted Parcels



R2
R2

A

12

12

R1

12

12

Economic Impact Analysis*

10 Years Operating plus One-Time Construction

- Total Capital Investment - \$41.8M
 - Total Jobs Supported throughout Construction Period – 234
 - Total Full Time Direct Employment – 24 jobs
 - Total Indirect Employment – 21 jobs
- Total Economic Impact to Ashland City -\$91.7M
- Total Wage Impact - \$31.6M
- Total Net New Property Taxes - \$2.7M
 - Annual Local Tax Benefit - \$379,873
- Annual Average Wage - \$104,557

*Ashland City Economic Impact Analysis, Younger and Associates, 2023

September 2023

Economic Impact Analysis: Marine Cargo Facility

Ashland City, Cheatham County, TN

Prepared for:
Ingram Marine Group

PREPARED BY:



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Ingram Marine Group Cargo Terminal Economic Impact Analysis

Introduction & Scope

Ingram Marine Group retained Younger Associates to conduct an analysis of the economic impact of a new marine cargo operation to be located in Ashland City, Cheatham County, Tennessee.

This analysis evaluates the full economic impact of the construction and ongoing operations of the new terminal and is based on a complete capital expenditure of \$41 million. It is intended to provide key stakeholders, policymakers, and elected officials with a better understanding of the economic significance of new developments like the one proposed by Ingram Marine Group.

The analysis is based upon data from the U.S. Bureau of Economic Analysis (BEA) and a model of the local economy utilizing historical employment patterns, wage rates, tax rates, and tax collection ratios. Primary data regarding site development costs and construction costs were provided by Ingram Marine Group.

The analysis provides impact projections from capital investments and ongoing operations of the terminal and is based on the full development of the terminal, which is subject to final customer demand for services. Impact is measured in terms of jobs, wages, and tax revenue, both direct and indirect.

Methodology

The economic impact calculations in this study were generated using a model of the Cheatham County economy based on regional input-output multipliers (RIMS II) from the U.S. Bureau of Economic Analysis (BEA). The BEA developed the RIMS II system based on historical economic activity at the county level for 372 industry sectors. The RIMS II multipliers account for inter-industry relationships within regions comprised of one or more counties, in both the public and private sectors. The multipliers were originally developed to estimate the regional impacts of public projects such as military base closings and airport construction. The multipliers eliminate the need for surveys, which can introduce bias into the data. It should be noted that the RIMS II Type II Multipliers are utilized in this analysis, which project the total indirect as well as the induced jobs. When the term “indirect job” is used, it includes the induced jobs as well.

To effectively use RIMS II multipliers for economic impact analyses, detailed geographical and operational information on the initial changes in output, earnings, or employment is utilized. This data, which includes capital investment costs and operational data such as operational spending, jobs, and wages, was provided by Ingram Marine Group. The model also utilizes local wage rates, local tax rates, historical local tax collection ratios, local property values, and historical regional consumer spending patterns.

Younger Associates has used this impact calculation methodology in hundreds of projects across the United States for more than 30 years. The methodology is recognized by the International Economic Development Council and utilized in courses by the Economic Development Institute. The Younger Associates model for impact analyses is highly accurate, yet slightly conservative by design, in projecting tax revenue generation.

Secondary data collected by Younger Associates from the U.S. Department of Labor - Bureau of Labor Statistics, the U.S Bureau of Economic Analysis, the State of Tennessee Department of Revenue, and the State of Tennessee Department of Labor and Workforce Development is also used in this analysis.

Impact Definitions

Economic Impact – the total dollar value of change in output from all industries within the local economy that results from \$1 of change in output from operations. This impact represents the total dollars flowing through the local economy due to the activity associated with the new marine cargo terminal.

Direct Jobs – the number of jobs directly employed by Ingram Marine Group.

Indirect Jobs – the number of jobs across all industries in the local economy supported by the ongoing operations of the marine cargo terminal. This includes jobs (or hours of work, which comprise portions of a job) of vendors and other businesses that provide direct services to the terminal, as well as induced jobs that are supported in ancillary sectors such as retail stores, restaurants, personal services, transportation, and all other industry sectors.

Local Taxes – the dollar amount of taxes collected for Ashland City and Cheatham County both directly and indirectly from local option sales tax and other, smaller local tax revenue sources such as business permits and alcohol and tobacco taxes. The state portion of sales tax and other state and federal taxes that are reapportioned to the city and county are not included.

One-Time Impact

Ingram Marine Group plans to invest \$41.8 million for construction and set-up of the new cargo terminal. This includes \$23.3 million for the building and \$18.5 million for equipment. This investment is projected to generate a one-time impact of \$56.2 million for the local economy during the construction and set-up period.

Additionally, 234 jobs will be supported during the development period. For example, should the construction period be two years, an average of 117 jobs would be supported annually. Total wages paid to jobs supported during the construction and set-up period are projected to be \$12.6 million.

Direct sales tax from taxable goods and services for the construction of the terminal and indirect sales tax generated by the spending of wages paid to jobs supported are estimated to total \$707,000 during the development period.

Impact from Ongoing Operations

Ingram Marine Group estimates an annual operating budget of \$2.7 million, and the annual economic impact generated by these operations is estimated to be \$3.5 million. This is a measure of the total dollars flowing through the Cheatham County economy because of the terminal's operations.

Jobs, Wages and Local Taxes

The ongoing operations of the cargo terminal will support 24 jobs directly paying \$2 million in wages. Operations of the terminal will support an additional 21 indirect jobs paying \$1.1 million in wages. Spending of wages paid to the direct and indirect jobs is projected to generate over \$104,000 in local indirect tax revenue annually.

Table 1: Summary of Economic Impact

Impact from Operations			
Metric	One-Time Impact from Construction	Annual Impact (at full operation)	10-Year Impact (includes one-time impact)
Economic Impact	\$ 56,211,160	\$ 3,550,774	\$ 91,718,904
Direct/Indirect Jobs	234	45	45
Wages (Direct & Indirect)	\$ 12,631,796	\$ 3,165,379	\$ 31,653,791
Local Sales Tax (Direct & Indirect)	\$ 707,534	\$ 104,230	\$ 3,568,200

The tables on the following pages contain detailed calculations supporting the numbers cited in this report.

Economic Impact Analysis

Project Summary

Company/Applicant:	Ingram Marine Group
Capital Investment: (new)	\$ 44,300,000
Jobs:	24
Annual Average Wage: (weighted average)	\$ 104,557
Annual Economic Impact:	\$ 3,550,774
Annual Net New Property Tax:	\$ 275,644
Annual Local Tax Benefit: (Direct & Indirect - All Sources)	\$ 379,873

10-Year Operations Impact, Plus One-Time Construction Impact

Economic Impact	\$ 91,718,904
Wages:	\$ 31,653,791
Net New Property Tax	\$ 2,756,436
Total Local Taxes: (Direct & Indirect - All Sources)	\$ 3,568,200

**Ashland City, Cheatham County, TN
Ingram Marine Group Cargo Facility
Economic Impact Analysis**

One-Time Expansion Impact		
Total Capital Investment	\$	41,800,000
Building - Real Property	\$	23,300,000
Final Demand Output Multiplier ¹		1.4077
Economic Impact	\$	32,799,410
Equipment Purchase/Set-up - Personal Property	\$	18,500,000
Final Demand Output Multiplier ²		1.2655
Economic Impact	\$	23,411,750
Local Sales Tax (Direct) 2.75%*	\$	459,800
Total Economic Impact	\$	56,211,160
Final Demand Employment Multiplier ³		5.6094
Jobs Supported During the Construction Period**		234
Cheatham County Projected 2023 Annual Average Wage ⁴	\$	53,873
Wages Paid to Jobs Supported During Construction Period	\$	12,631,796
Local Sales Tax Revenue (Indirect) ⁵	\$	203,561
Other Local Tax Revenue (Indirect) ⁶	\$	44,173
Total Tax Revenue	\$	707,534

**Assumes 40% of construction and equipment are subject to local sales tax.*

***Total employment for the construction period. If the construction period is two years, the annual average employment would be 117.*

**Ashland City, Cheatham County, TN
Ingram Marine Group Cargo Facility
Economic Impact Analysis**

Annual Impact of Operations		
Employment, Direct (New full-time equivalent jobs) *		24
Wages & Benefits, Direct*	\$	2,057,316
Direct Effect Employment Multiplier ⁷		1.8570
Total Employment		45
Employment, Indirect		21
Cheatham County Projected 2023 Annual Average Wage ⁴	\$	53,873
Wages, Indirect	\$	1,108,063
Total Wages	\$	3,165,379
Local Sales Tax Revenue (Indirect) ⁵	\$	51,010
Other Local Tax Revenue (Indirect) ⁶	\$	11,069
Indirect Local Property Tax Revenue ⁸	\$	42,151
Total Tax Revenue	\$	104,230
Annual Operating Budget*	\$	2,713,000
Final Demand Output Multiplier ⁹		1.3088
Economic Impact from Operations	\$	3,550,774

**Provided by the developer.*

**Ashland City, Cheatham County, TN
Ingram Marine Group Cargo Facility
Real Property Tax Schedule**

Appriased Value after Completion:	\$	22,000,000
Current Appraised Value:	\$	752,500
Net New Value:	\$	21,247,500
Assessed Value after Completion: (40% Ratio)	\$	8,499,000

Cheatham County

Real Property - Land & Building	
Cheatham County Rate: \$2.4767	Full Taxes
Year 1	\$ 210,486
Year 2	\$ 210,486
Year 3	\$ 210,486
Year 4	\$ 210,486
Year 5	\$ 210,486
Year 6	\$ 210,486
Year 7	\$ 210,486
Year 8	\$ 210,486
Year 9	\$ 210,486
Year 10	\$ 210,486
Total	\$ 2,104,862

Ashland City

Real Property - Land & Building	
Ashland City Tax Rate: \$0.59	Full Taxes
Year 1	\$ 50,144
Year 2	\$ 50,144
Year 3	\$ 50,144
Year 4	\$ 50,144
Year 5	\$ 50,144
Year 6	\$ 50,144
Year 7	\$ 50,144
Year 8	\$ 50,144
Year 9	\$ 50,144
Year 10	\$ 50,144
Total	\$ 501,441

Total Taxes:	\$	2,606,303
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**Ashland City, Cheatham County, TN
Ingram Marine Group Cargo Facility
Personal Property Tax Schedule**

Cheatham County Personal Property			Ashland City Personal Property		
Cheatham County Rate: \$2.4767	Full Taxes 30% Assessment Ratio	MACRS Depreciation Schedule	Ashland City Tax Rate: \$0.59	Full Taxes 30% Assessment Ratio	MACRS Depreciation Schedule
Value	\$ 18,500,000		Value	\$ 18,500,000	
Year 1	\$ 13,745	0.100	Year 1	\$ 3,219	0.100
Year 2	\$ 24,741	0.180	Year 2	\$ 5,794	0.180
Year 3	\$ 19,793	0.144	Year 3	\$ 4,635	0.144
Year 4	\$ 12,646	0.092	Year 4	\$ 2,961	0.092
Year 5	\$ 10,171	0.074	Year 5	\$ 2,382	0.074
Year 6	\$ 9,072	0.066	Year 6	\$ 2,125	0.066
Year 7	\$ 9,072	0.066	Year 7	\$ 2,125	0.066
Year 8	\$ 8,934	0.065	Year 8	\$ 2,092	0.065
Year 9	\$ 8,934	0.065	Year 9	\$ 2,092	0.065
Year 10	\$ 4,536	0.033	Year 10	\$ 1,062	0.033
Total	\$ 121,644		Total	\$ 28,488	

Total Projected New Property Tax: \$ 150,133

Annual Average: \$ 15,013

Notes for Ingram Maine Ashland City Terminal Impact Analysis:

1. U.S. Bureau of Economic Analysis RIMS II final demand aggregate output multiplier for Cheatham County, Tennessee for Construction. This multiplier represents the total dollar change in output that occurs in all industries for each additional dollar of output delivered by the specified industry.
2. U.S. Bureau of Economic Analysis RIMS II final demand aggregate output multiplier for Cheatham County, Tennessee for wholesale trade support activities.
3. U.S. Bureau of Economic Analysis RIMS II final demand employment multiplier for Cheatham County, Tennessee for Construction. This multiplier represents the number of jobs supported per million dollars of output from the specified industry.
4. Projection based upon data from Tennessee Department of Labor; Annual Average Wage/Salary for all industry sectors in Cheatham County, 2022. Assumes an average wage increase of 1.5% for 2023.
5. U.S. Department of Labor, "Consumer Expenditure Survey, Southern US" 2021; factor applied to direct and indirect wages to determine the rate of indirect or "downstream" expenditures on sales taxable goods and services at the Ashland City and Cheatham County local option rate of 2.75%.
6. Based upon July 2022 - June 2023 collections of business, motor vehicle and other local taxes compared to sales tax for Cheatham County.
7. U.S. Bureau of Economic Analysis RIMS II direct effect employment multiplier for Cheatham County, for truck transportation. This multiplier represents the total change in the number of jobs supported in all industries for each additional job created by the specified industry.
8. Indirect property tax for Cheatham County and Ashland City is based on the new direct jobs created by the company. For this calculation, it is assumed that 75% of the direct jobs reside in Cheatham County and represent one household per job. The 2023 median home value is utilized as a proxy for residential property value, to determine property tax generated per job. The residential assessment rate of 25% is utilized for all residences, including those in multifamily buildings assessed at 40%, and a combined Cheatham County (\$2.4766) and Ashland City (\$0.58) tax rate of \$3.06 per \$100 of assessed value is used to project the annual tax per job. The property tax from new or expanded commercial property that is generated indirectly from economic activity associated with the jobs supported by the company is not projected.
9. U.S. Bureau of Economic Analysis RIMS II final demand aggregate output multiplier for Cheatham County, Tennessee for truck transportation.

Note: All calculations are in constant 2023 dollars. No tax rate increases are assumed.
The 2012/2021 RIMS II multipliers are utilized for this analysis.