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**MUNICIPALITY OF CARLISLE COUNCIL – WORK SESSION MINUTES  
TUESDAY, OCTOBER 12, 2021  
CARLISLE COUNCIL CHAMBERS - CARLISLE, OHIO**

Mayor Winkler called the Carlisle, Ohio Municipal Council Work Session of Tuesday, October 12, 2021, to order at 6:060 p.m. in Council Chambers at the Carlisle Town Hall building, 760 Central Avenue, Carlisle, Ohio with the following members in attendance:

***Council Attendees:***

Mr. Tim Humphries  
Mr. Chris Stivers  
Mr. William Bicknell  
Mr. Randy Winkler, Mayor

Mrs. Debbie Kemper  
Mrs. Kim Bilbrey  
Mr. Randy Jewett

Staff members present: Village Manager Julie Duffy and Finance Director Ryan Rushing.

**Discussion Items:**

**Carlisle Business Park**

Wade Elliott and Alex Nikolai with Apex Commercial Group met with Carlisle Council to discuss their recommendations regarding the marketing and sales of the Carlisle Business Park as well as to discuss the overall goals that Council had for the use of this land. Mayor Winkler indicated that the goal for the general use of this land was to create new jobs in the community for income tax generation. Mayor discussed that he had been in contact with a possible RV repair shop about a possible move to Carlisle that might need 5-10 acres. Mrs. Bilbrey asked Apex what their opinion on appropriate business uses for the land. Mr. Elliott indicated that he believed the best and highest use for the land would be industries such as industrial, service provider, manufacturing, ecommerce, and warehousing. Mrs. Bilbrey asked if they had opinions about the best use of the front properties at the entrance. Mr. Elliott suggested uses such as a service company such as HVAC and construction offices. Questions were asked about the recommended selling price for the land. Mr. Elliott indicated that they are recommending a starting price point of \$40,000/ac for the rear acreage and \$50,000 for the front lots. He explained that other industrial land in the region was selling at a similar price point and believe that would be the appropriate starting point for discussion with a prospective business but that the price could be adjusted up or down based upon the development. Mr. Jewett asked what comps did Apex use. Mr. Elliott indicated that he would provide. Mr. Humphries talked about the sales history of the property and that the doctor's office land sold for \$65,000/ac. Mr. Elliott indicated that he believed the price was closer to \$90,000/ac and that would be an example of the land sales price being impacted by the economy of scale which means that smaller lots may sell for a higher price as compared to someone purchasing a larger amount of land which may sell at a lesser price point per acre. Mr. Jewett asked what markets they have recent experience with selling. Mr. Elliott indicated that they have been successful with some properties in Springboro that involved a developer who built a couple of spec buildings that were roughly 10,000 sq. ft, 18' clearance with 20' docks. He indicated the downside to the Village to sell the land to a developer for a spec building is that the Village loses control of the business except through adopted zoning regulations and that it is a timing issue with construction costs on when building a spec building makes the most sense. Mrs. Bilbrey indicated that she believes that the community has a need for expanded medical uses at the entrance of the park such as an urgent care or medical offices. General discussion was made regarding the value of the rail access with Mr. Elliott indicating that this was a great asset for manufacturing uses. Mr. Elliott also indicated that generally manufacturing or industrial businesses are concerned about easy access to and from the site for their trucks so the use of the front lots may impede the development in the back. When asked what he believe the minimum amount of acreage that the Village should consider for sale, Mr. Elliott indicated 4-5 acres for the undeveloped rear acreage.

**Business of the Month**

General discussion was made regarding the process for choosing the Business of the Month. Council agreed that the final two businesses would be Gross Lumber and Carlisle Dairy Queen. Mrs. Bilbrey will coordinate a date and time with both business and inform Council. Council agreed that the 2022 Business of the Month program would be discussed in January 2022 in order to include potential new council members in this discussion.

**Roscoe Roof Park/5k**

Mrs. Bilbrey stated that we are doing more with the park and suggested that Council consider a 5k event as another community activity. Mrs. Duffy indicated that she would contact local race organizations to find out information.

**Adjournment:**

With no further business, Council adjourned the meeting by voice vote with all in favor.

Meeting adjourned at 6:59 p.m.

Date: 10-26-21  
Randy Winkles  
Mayor

Attest: [Signature]  
Village Manager