

Homestead Timber Frames



A True Handcrafted Company

September 23, 2015

David A. Rutherford
City Manager
392 North Main Street
Crossville, Tennessee 38555

Dear Mr. Rutherford,

As you know, my wife Cyndy and I own and operate Homestead Timber Frames, Inc. located at 21 Duer Court in Crossville. Our firm now enters its tenth year of successful operation in Cumberland County and we draw near to completing our sixth year in our current location. Through the years we have steadily grown from using approximately 60% of our 6,624 square foot building to now occupying the entire building and saw fit to expand our timber yard to more than twice its original size. When we first moved into our current location there were five of us in the Company. There are now 9 of us full time and we have recruited a licensed Architect who is moving toward full time status with us as well.

Our business philosophy is to operate in a conservative and responsible manner and to design and craft very high quality timber frames for homes and pavilions. We are proud of the positive relationships we build with our clients, the esteem we are accorded by our suppliers and financial institutions, and the fair and responsible treatment we extend to our employees. We are mature business people and as such we have no interest in fast and irresponsible growth. Our expansion plan for the future is exactly what we have forecast and experienced in the past—that of approximately 25% per year. Therein lays the opportunity.

Cyndy subscribes to the old adage, "You can't do this until you do that." We are completely out of office space such that adding the Architect will force us to lose our small conference table. The most economical direction to take in adding office space is to invade the shop. The shop is becoming strapped for space and will be extended south into the timber yard. At the same time our need for timber storage space is growing. Employee parking space expanded long ago to include the street beside our building, which I would guess our new neighbors will be less than delighted with. This chain of reasoning brings us to our request of the City of Crossville.

Cyndy and I purchased the real estate here at 21 Duer Court personally on June 24 of this year. We lease the property to our company via a formal and long term lease. We ask that the City of Crossville lease the approximately 2 acre parcel directly across Duer Court from our location to Cyndy and I personally for a period of two years at no cost to us. We in turn will formally lease this property to Homestead Timber Frames, Inc. for the same time frame. We ask that Cyndy and I have the option to purchase this property from the City of Crossville for \$25,000 per acre less \$5,000 per each

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new employee we add to our staff during the period of the lease plus the first 18 months of our ownership of the subject property. We ask that we be allowed to exercise a purchase option at anytime during the period of the lease as well as at the end of the lease. We understand that the City of Crossville will be paving Duer Court in the near future and we understand that the City of Crossville will supply water and sewer connections to the subject property at no charge to us. We also understand that the parcel will be, and in the main has been, surveyed at no charge to us.

Our intent for near term property use is to continue expansion of Homestead Timber Frames, Inc. We will begin by selectively clearing, in an environmentally sensitive manner, a portion of the property for employee parking and timber storage. A drive area will be added for timber delivery. (We now use Duer Court for the staging area.) We envision this cleared area would not be paved but would remain covered in gravel. We will build a covered timber storage building on the south side of the property in which we store our timber inventory. This new storage area will allow us to maintain timber storage on the east side of Duer Court for work-in-process timbers only and free up space for shop expansion of our existing building. Traveling in reverse from the earlier quoted, "You can't do that until...", we now have a clear path to follow in addressing our needs. With expansion of our timber storage we will have the space to enlarge our shop. The increase in shop space will allow us to expand our office space.

Looking somewhat further into the future we see the opportunity to build office space and show space on the newly acquired lot. This building will show case not only our timber framing work but also the work of other extremely talented crafts people. Our area enjoys a large population of talent who has little exposure for their exceptional work. Being crafts people ourselves we know and recognize these fine works. Presenting this beautiful work to a broad population right here in Crossville within 1 mile of I-40 will be beneficial to our community, to the craftsmen and women, and to Homestead Timber Frames in the traffic it brings to our door. We ask that permission to build display space such as I outline here be granted as well within our agreement with the City of Crossville.

Thank you so much for consideration of this proposal by your office, the City Mayor, and by members of the Crossville City Council. Cyndy and I love our life here personally and as business people. As other business owners in far flung communities learn what we have learned about Crossville's business friendly environment I expect the tax base to continue its positive trajectory.

Sincerely,

Bruce L. Gardner

President