

Public Comment Period

There shall be a public comment period for each meeting with actionable items on the agenda, with the exception of teacher disciplinary hearings. Comments shall be limited to topics listed on the agenda and matters that are germane to the school board's jurisdiction.

The total public comment period shall be for no more than three (3) minutes. If an individual wishes to address the Board, he/she shall sign up on the form provided before the beginning of the board meeting to request time to speak. Each speaker shall be given no more than (3) minutes.

Delegations must select only one individual to speak on their behalf unless otherwise determined by the Board.

Board Policy 1.609 Appeals to and Appearances Before the Board

WASHINGTON COUNTY BOARD OF EDUCATION

August 18, 2026

6:00 PM

Central Office

- I. CALL TO ORDER**
- II. Superintendent Search**
 - A. Approval of Minimum Qualifications**
 - B. Approval of Salary Range**
- III. Sale of old Jonesborough School Property and future planning of old Jonesborough Elementary School**
- IV. ADJOURNMENT**

Washington County Board of Education			
Monitoring: Review: Annually	Descriptor Term: Qualifications and Duties of the Director of Schools	Descriptor Code: 5.802	Issued Date: 07/11/24
		Rescinds: 5.802	Issued: 08/05/21

1 **QUALIFICATIONS**

- 2 1. A professional educator's license with a preference for an administrative endorsement
- 3 2. A master's degree in education with a preference for a doctorate degree
- 4 3. A minimum of five (5) years' experience to include both teaching and administrative
- 5 experience
- 6 4. Such other qualifications as the board deems desirable

7 **REPORTS TO:** The Board of Education

8 **SUPERVISES:** All administrative and supervisory personnel in the district

9 **JOB GOAL:** To provide leadership in developing and maintaining the best possible educational

10 programs and services

11 **SCOPE OF RESPONSIBILITY:** The management responsibilities of the director of schools shall

12 extend to all activities of the district, to all phases of the educational program, to all aspects of the

13 financial operation, to all facility management, and to the conduct of such other duties as may be assigned

14 by the board. The director of schools may delegate these duties together with appropriate authority but

15 may not delegate nor relinquish ultimate responsibility for results or any portion of accountability.

16 **ESSENTIAL FUNCTIONS**

17 **General Administrative**

- 18 1. Provides leadership in identification of priorities and assures that all activities reflect those
- 19 board-established priorities.
- 20 2. Prepares and recommends short and long-range plans for board approval and implements those
- 21 plans when approved.
- 22 3. Prepares, in conjunction with the board chair, agenda recommendations relative to all matters
- 23 requiring board action, including all facts, information, options, and reports needed to assure
- 24 informed decisions. Provides advice and counsel to the Board on matters before it.
- 25 4. Attends all regular and special meetings of the board and keeps a complete and accurate record
- 26 of the proceedings of all meetings of the Board and of its official acts.

5. Recommends drafts of new policies or changes to the board. Anticipates potential problems. Recommends policies or courses of staff action.
6. Develops administrative procedures to implement board policy or for the items deemed necessary for the efficient operation of the schools and disseminates these procedures to appropriate staff.
7. Keeps the Board informed regarding development in other districts or at state and national levels that would be helpful to the district.
8. Ensures that all local, state, and federal standards for the health and safety of the students and staff are maintained and that required reports are maintained.
9. Fulfills all statutory obligations and implements the education law of the State of Tennessee and the rules and regulations of the State Board of Education.¹

Financial Management

1. Provides direction to and supervision of school business functions. Encourages development and implementation of sound business practices. Continually assesses business practices to achieve efficiency.
2. Prepares, annually, a budget and submits it to the Board for approval. Presents approved budget to the appropriate local funding body for adoption.
3. Makes appropriate written reports for the Board detailing all receipts and expenditures of the public school funds and submits them to the local funding body.
4. Ensures that funds are spent prudently by providing adequate control and accounting of the district's financial and physical resources.

Personnel Administration

1. Establishes lines of authority which shall be approved by the Board and shown on the system organization chart. Lines of authority shall not restrict the practical working relationships of all staff members at all levels.
2. Employs such personnel as may be necessary within the limits of budgetary provisions and recommends to the Board teachers who are eligible for tenure.
3. Develops recruitment procedures to assure well-qualified applicants for professional and non-professional positions.
4. Assigns and transfers employees as the interest of the district may dictate and reports such action to the Board for information and record.
5. Holds meetings of teachers and other employees as necessary for the discussion of matters concerning the welfare and improvement of the schools.

6. Communicates directly or through delegation all actions of the Board relating to personnel matters to all and receives employees' communications to be made to the Board.
7. Evaluates principals annually.
8. Informs the Office of Educator Licensing of licensed educators or educators who have a temporary teaching permit who have been suspended or dismissed, who have resigned, following allegations of conduct, including sexual misconduct, which, if substantiated, would warrant consideration for license suspension, revocation, or formal reprimand, or who have been convicted of a felony. This report shall also be made if the licensed educator has pleaded guilty or nolo contendere to, or has been convicted or otherwise found guilty of such an offense or equivalent offense in another jurisdiction. The report shall be submitted within thirty (30) days of the suspension, dismissal, or resignation or of receiving knowledge of the felony conviction.²

Instructional Leadership

1. Serves as the chief school executive. Ensures the development and maintenance of a positive educational program designed to meet the needs of the community and to carry out the policies of the board. Ensures that a system of thorough and efficient education, as defined by state law, is available to all students.
2. Recommends to the board for its adoption all courses of study, curriculum guides, and major changes in tests and time schedules to be used in the schools.
3. Oversees the timely revisions of all curriculum guides and courses of study.
4. Develops guidelines and direction for monitoring the effectiveness of existing and new programs.
5. Conducts a periodic audit of the total school program and advises the board of recommendations for the educational advancement of the schools.
6. Seeks out available sources for grant funding to support programs and projects.
7. Ensures that the goals of the school system are adequately reflected in its educational program and operations.

Community/Public Relations

1. Promotes community support of the schools. Interprets district programs and services, reports, plans, events, and activities of interest and solicits community opinions regarding school and educational issues.
2. Identifies available community resources and links to social service agencies that support education and healthy child development.

3. Develops strategies to promote parental involvement in their student's education and provides opportunities for parent-teacher interaction.
4. Maintains contact and good relations with local media. Acts as the board's spokesperson.
5. Ensures that the district interests will be represented in meetings and activities of municipal and other governmental agencies.
6. Represents the school system and its interests in community organizations, activities, and projects.

TERMS OF EMPLOYMENT: Serves in accordance with the terms of the contract between the board and the director of schools. Salary to be determined by the board.

EVALUATION: Performance of this job will be evaluated in accordance with provisions of state law and the board's policy on evaluation of the director of schools.

GENERAL REQUIREMENTS: The above statements are intended to describe the general nature and level of work being performed by the person assigned to this position. They are not intended to be a complete list of responsibilities, duties, and skills required of personnel so assigned.

Legal References

1. TCA 49-2-301
2. TRR/MS 0520-02-03-.09(2); TCA 49-5-417(c);
TCA 49-5-106(f); Public Acts of 2024, Chapter No.
577

Cross References

Executive Committee 1.301
 Administrative Procedures 1.601
 Administrative Committees 1.602
 Administrative Reports 1.603
 School District Planning 1.701
 Job Descriptions 5.103
 Application and Employment 5.106
 Evaluation of the Director of Schools 5.803



Washington County Board of Education

SEEKS SUPERINTENDENT

The Washington County Board of Education is seeking a visionary leader that is highly qualified and has significant experience in education as its next Superintendent. The person chosen by the Board will assume the role on X.

Minimum qualifications: A professional educator's license with a preference for an administrative endorsement; a master's degree in education with a preference for a doctorate degree; a minimum of five (5) years' experience to include both teaching and administrative experience; and such other qualifications as the board deems desirable.

Candidates will be evaluated in accordance with their distinct qualities as well as professional accomplishments with an emphasis on the following:

Selection Criteria

1. X
2. X
3. X
4. X
5. X
6. X
7. X
8. X
9. X
10. X

About Washington County

Washington County school system is widely recognized for its exceptional instructors and staff. The dedicated faculty and staff believe in valuing each student; guiding students to become responsible citizens and achieve their maximal potential.

All schools are accredited by the Southern Association of Colleges and Schools/AdvancED. Washington County schools provide many extracurricular activities including athletic programs and programs in the arts. The system offers resources for intellectually gifted and appropriate courses for students with learning or other disabilities. A School Age Child Care program approved by the Tennessee Department of Education is available in many schools. The program provides a safe quality care program where children have the opportunity to engage in activities before and after official school hours at a minimal cost to families in need of child care during this time. A Coordinated School Health program provides each school with a health clinic staffed with a full time nurse. ETSU's education program and lab school, University High, is a part of the school district.

As student population has grown, the system has developed and continues to implement a long - range educational plan for building and renovating facilities to meet current and future needs. The Board is working to expand the CTE and career readiness programs for high school graduates.

Community

Sited in the natural beauty of northeastern Tennessee between the Blue Ridge and Great Smoky Mountains, Washington County is Tennessee's first county, as well as the nation's first county named in honor of George Washington. As a fast growing region in Tennessee, Washington County is home to 129,375 residents with a combined statistical metro area of greater than 500,000.

The county, part of the Tri-Cities area of Johnson City, Kingsport, and Bristol, is comprised of several communities, including metro Johnson City, population 66,778, and Historic Jonesborough. Jonesborough is the county seat and the state's oldest town, established in 1779. The Town of Jonesborough is known nationally for its 236 year history, is the home of the National Storytelling Center and Storytelling Festival that draws thousands of visitors to the area annually.

The regional economy is dependent upon education and healthcare. Exceptional schools, including several colleges, a state university, a medical school, and a pharmacy school are situated in this location. The area offers excellent medical services, a moderate cost of living, and a temperate climate that all contribute to the excellent quality of life within the county. For a change of pace, metropolitan amenities are close at hand due to nearby interstates and airports.

For more specific information on Washington County's individual communities visit <http://www.washingtoncountyttn.org/>

System Facts

Grades Served: Pre-K through 12 in sixteen schools

Student Population: 9,055

Employees: 580

Per Pupil Expenditure: \$6,500

District Budget: \$80,000,000 (includes federal and nutrition)

Student Population Demographics

American Indian/Alaska Native: X

Asian: X

Black/African American: X

Hispanic: X

Native Hawaiian/Pacific Islander: X

White: X

Student Groups

Economically Disadvantaged: X

English Language Learner: X

Students with Disabilities: X

Black/Hispanic/Native American: X

Military Family: X



Washington County Board of Education

Application Process

Qualified candidates wishing to be considered for this position must submit online the following items to the Tennessee School Boards Association by November 6, 2026.

1. A formal letter of interest
2. A current resume, including accomplishments by position
3. A copy of the candidate's Tennessee or other state's license and certifications
4. University transcripts
5. Names, addresses, email addresses, and telephone numbers of five (5) professional references.

Apply Online at:

<https://tsba.myrevelus.com>

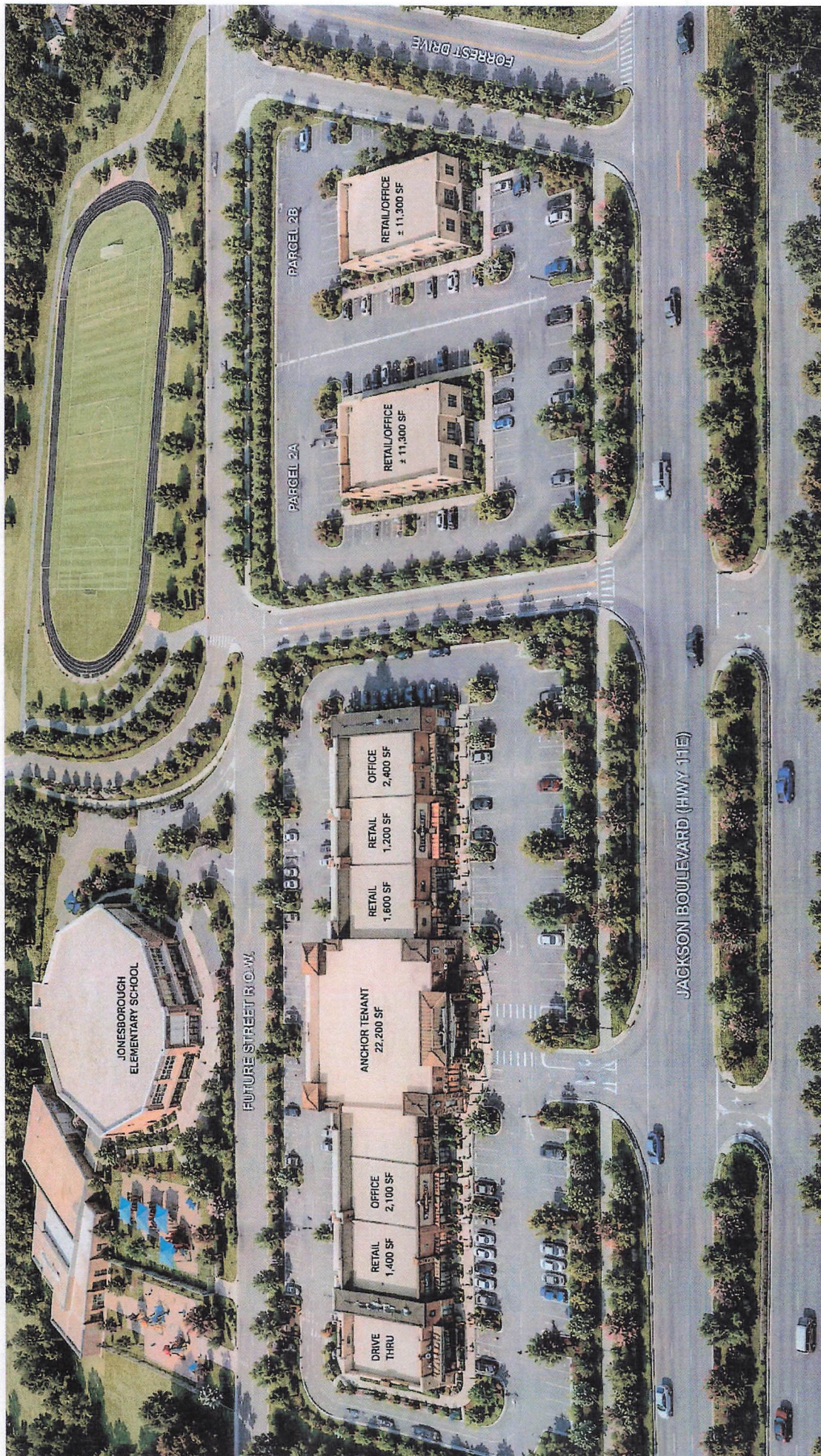
A screening committee will review candidates' qualifications, match those qualifications against the Board's stated criteria, and make recommendations to the Board. After receiving the report of the screening committee, the Board will select candidates to be interviewed.

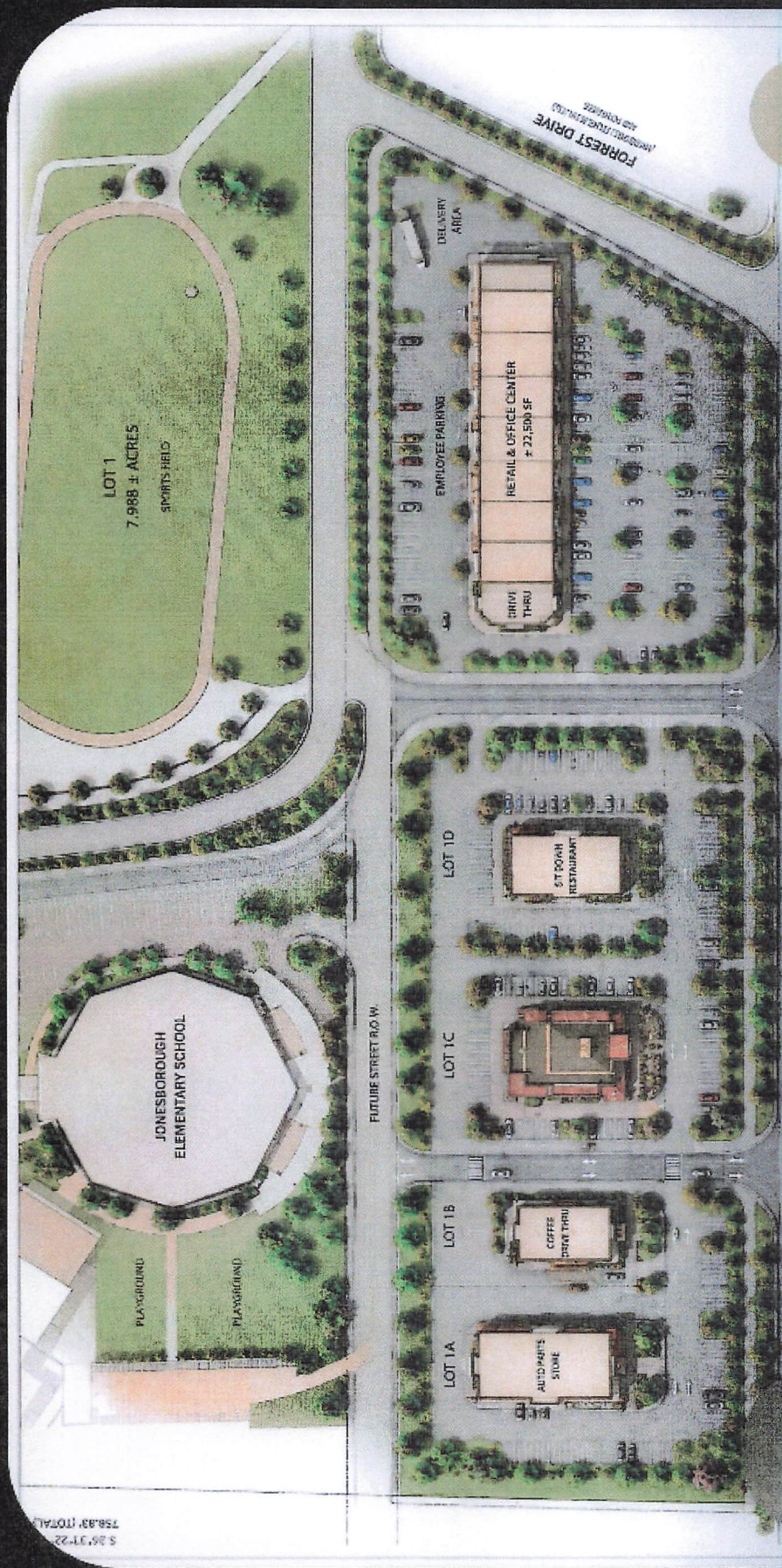
Additionally, once submitted, application materials are subject to open records requests under Tennessee law.

Tennessee School Boards Association
525 Brick Church Park Drive
Nashville, TN 37207

×







5.26'37"-22'
758.83' TOTAL

Edit

NOTE:
DIMENSIONS ARE APPROXIMATE
DEVELOPMENT IS SUBJECT TO CHANGE

JACKSON BOULEVARD (HWY 11E)
R.O.W. VARIES (SEE NOTE)

CONCEPT SITE PLAN





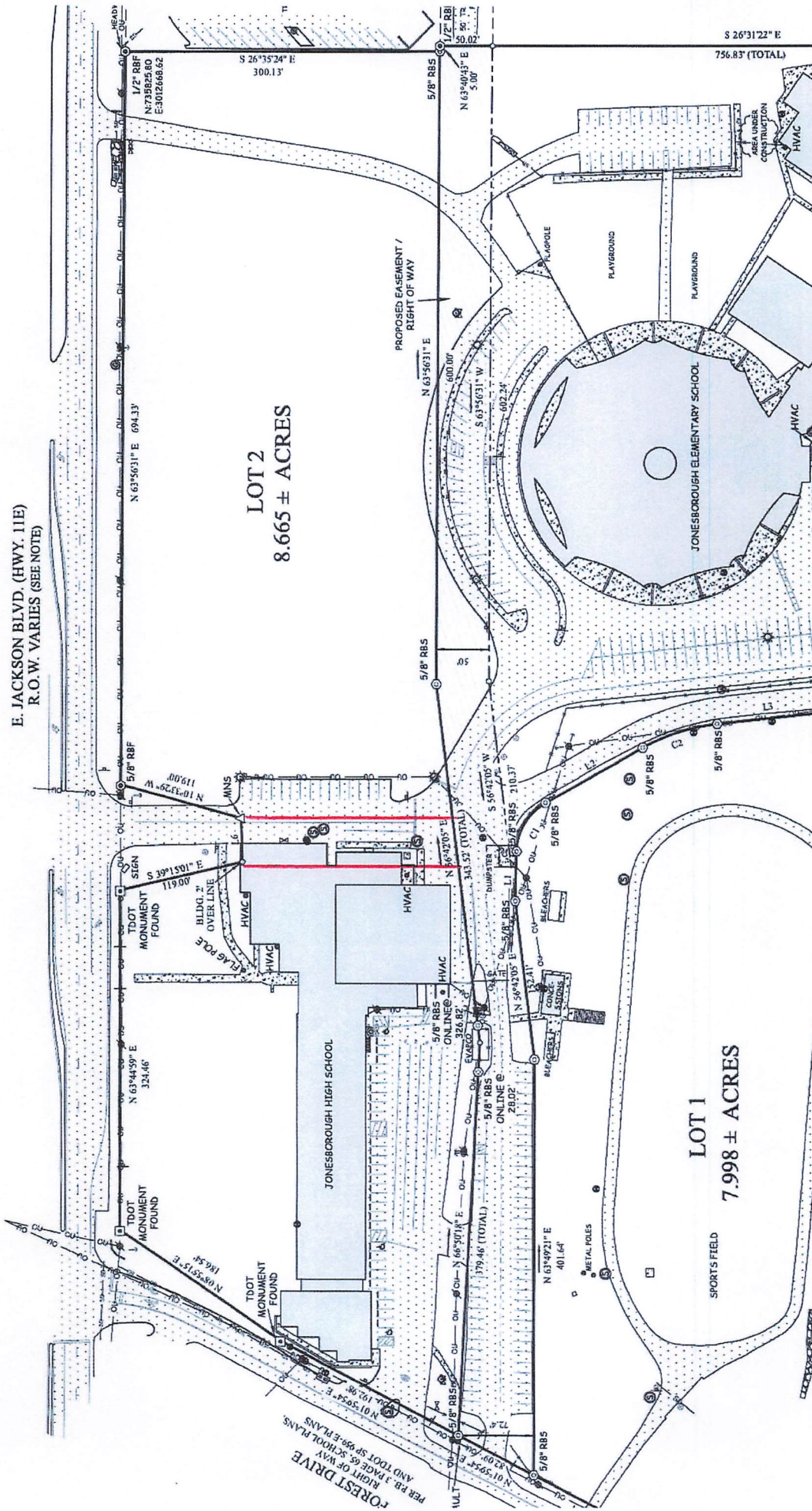
5

Prepared by:		Jerry Petzoldt TCI Group		October 28, 2025					
Prepared for:		WCSB - Old Jonesborough School Property							
	DURATION	SITE ID #	ACREAGE	LIST PRICE	PRICE / ACRE	Price Neg -10%	Comm 6%	Est Net SP \$'s	Est Net \$ / Ac
STAGE 1	4 months	Sites 1 - 6 Concept Plan A	8.67	\$6,800,000	\$784,314	-\$680,000	-\$408,000	\$5,712,000	\$658,824
	Less	Public Street and Demo Cost Price Credit to Buyer		-\$1,350,000				-\$1,350,000	
		Total As Is with Credits List Price		\$5,450,000				Est Net \$'s \$4,362,000	
STAGE 2	School	Site 1 & 2 Concept Plan B	3.50	\$2,800,000	\$800,000	-\$280,000	-\$168,000	\$2,352,000	\$672,000
	Greenfield	Sites 4 - 6 Concept Plan B	5.00	\$4,000,000	\$800,000	-\$400,000	-\$240,000	\$3,360,000	\$672,000
	4 months	Total	8.50	\$6,800,000	\$800,000	-\$680,000	-\$408,000	\$5,712,000	\$672,000
	Less	Public Street and Demo Cost Price Credit to Buyer		-\$1,350,000				-\$1,350,000	
		Total As Is with Credits List Price		\$5,450,000				Est Net \$'s \$4,362,000	
	Less	Sites 4 - 6 Concept Plan B		-\$4,000,000					
Net List Price		Site 1 & 2 Concept Plan B	3.50	\$1,450,000	Buyer Responsible for Cost of Public Street and School Building Demo				
STAGE 3	Greenfield	Site 1 Concept Plan C	1.75	\$1,400,000	\$800,000	-\$140,000	-\$84,000	\$1,176,000	\$672,000
	Greenfield	Site 2 Concept Plan C	1.75	\$1,400,000	\$800,000	-\$140,000	-\$84,000	\$1,176,000	\$672,000
	Greenfield	Site 3 Concept Plan C	1.25	\$1,000,000	\$800,000	-\$100,000	-\$60,000	\$840,000	\$672,000
	Greenfield	Site 4 Concept Plan C	1.25	\$1,000,000	\$800,000	-\$100,000	-\$60,000	\$840,000	\$672,000
	Greenfield	Site 5 Concept Plan C	1.25	\$1,000,000	\$800,000	-\$100,000	-\$60,000	\$840,000	\$672,000
	Greenfield	Site 6 Concept Plan C	1.25	\$1,000,000	\$800,000	-\$100,000	-\$60,000	\$840,000	\$672,000
	4 months	Totals	8.50	\$6,800,000	\$800,000	-\$680,000	-\$408,000	\$5,712,000	\$672,000
	Less	Public Street and Demo Cost Price Credit to Buyer		-\$1,350,000				-\$1,350,000	
		Total As Is with Credits List Price		\$5,450,000				Est Net \$'s \$4,362,000	
STAGE 4	Wildcard	School Building Demo	Demo Budget	-\$550,000				-\$550,000	-\$63,437
	Wildcard	Public Street	1400 LF @ \$550	-\$800,000				-\$800,000	-\$92,272
	Allowance	Public Street and Demo Cost Price Credit to Buyer		-\$1,350,000				-\$1,350,000	-\$155,709
Net Proceeds									
Estimated Net Proceeds Range \$4,000,000 to \$4,400,000									

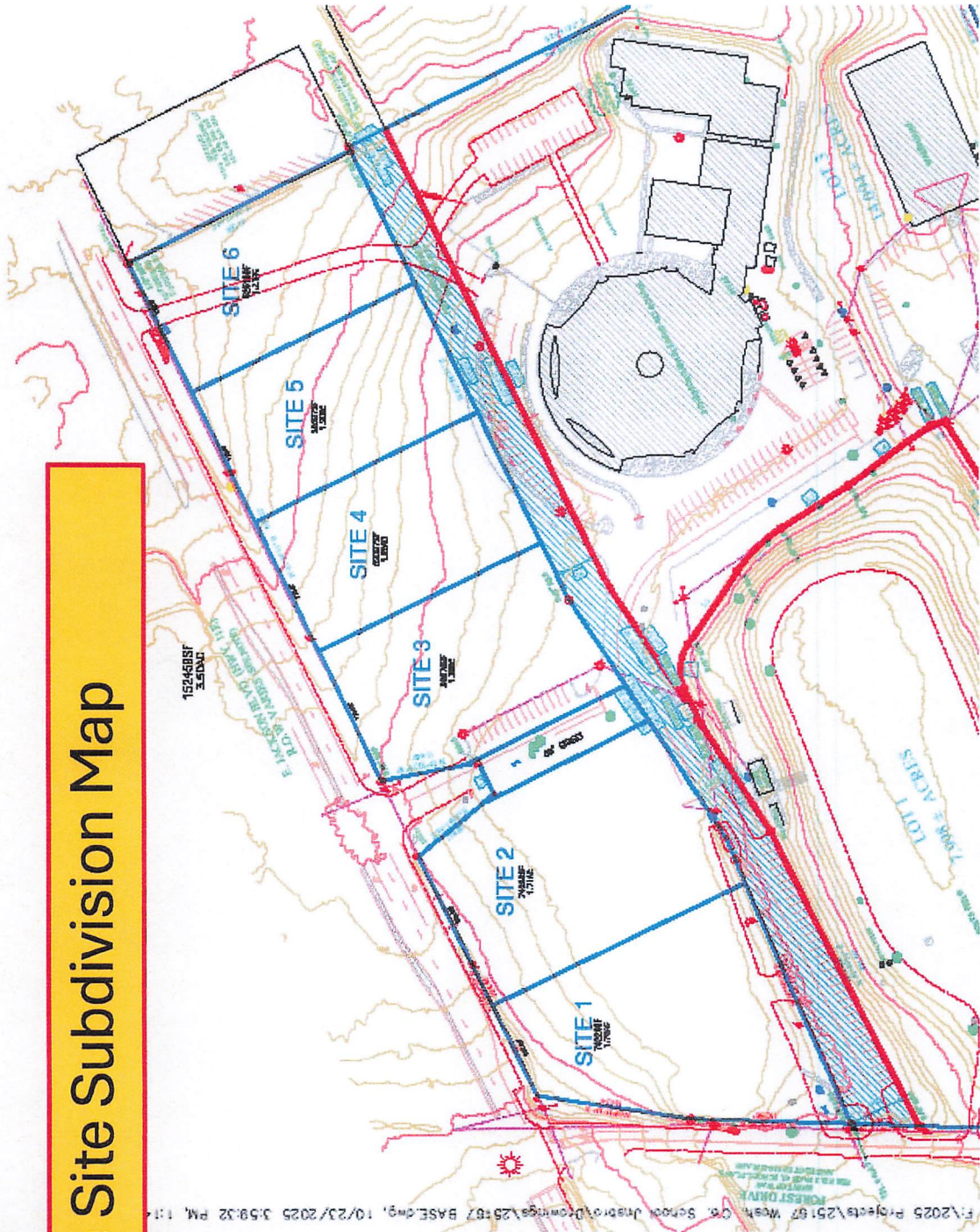
E. JACKSON BLVD. (HWY. 11E)
R.O.W. VARIES (SEE NOTE)

LOT 2
8.665 ± ACRES

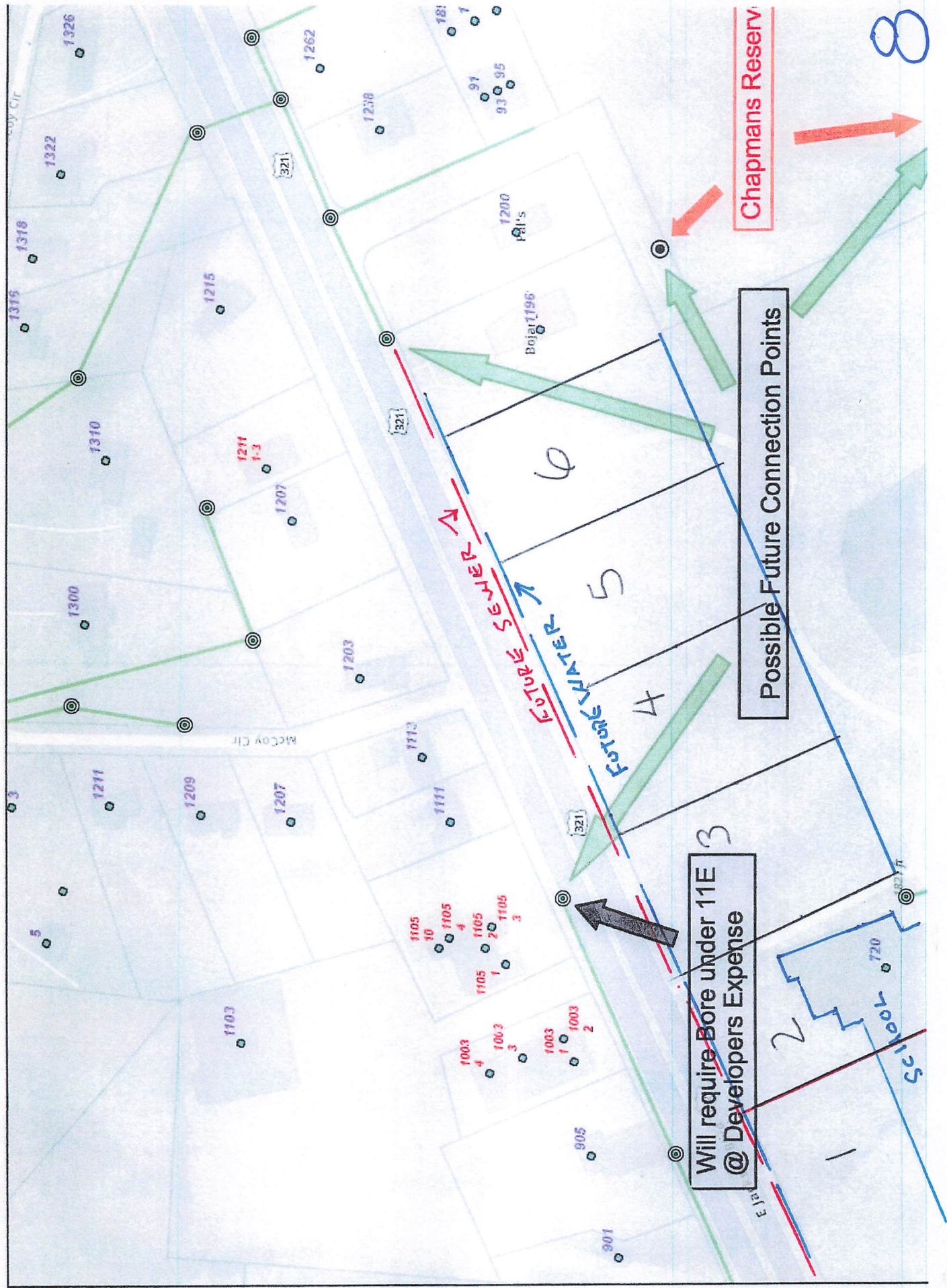
LOT 1
7.998 ± ACRES



Whole Site Subdivision Map



Jonesborough Elementa. y Sewe



May 29, 2026

TCI Group
5 Red Bush Court
Johnson City, TN 37601

**Re: Proposal for Subdivision Design Services
Washington County School Property
Jonesborough, Tennessee**

Attention Jerry Petzoldt:

Benchmark Design, PLC is pleased to have the opportunity to provide this proposal to you for Subdivision Design services for property located in Jonesborough, Tennessee. The property is located on US 11E, East Jackson Blvd., within the corporate limits of Jonesborough, Tennessee. We understand that you intend to develop approximately 4-6 Acres fronting on US 11E into five parcels. The development will require town of Jonesborough Planning approval as well as TDEC approval for utility extensions. Each lot will be required to provide storm water management therefore no regional storm water is included in this proposal. Benchmark Design, PLC can perform the required services per the following Scope of Work:

SCOPE OF WORK

1. Prepare existing site from information provided by owner.
2. Prepare Preliminary Plat plans for Owner and City review.
3. Upon Owner and City approval, prepare site development plans consisting of 1) Existing Site, 2) Proposed subdivision Plan, 3) Proposed utility plans, Water/Sewer, 4) Associated Details.
4. Submit plans to Jonesborough Planning for review and approval.
5. Submit Water/Sewer plans to TDEC for review and approval.
6. Set iron pins at all property corners
7. Prepare subdivision plat for submission to Jonesborough Planning for review and approval.

TO BE PROVIDED BY THE OWNER

The Owner shall provide any information relating to the property including any existing boundary or topographic surveys. Information should be provided in digital format, if available. The Owner is responsible for any fees required by review agencies. The Owner shall provide access to the property for the purposes of design.

COST OF SERVICES

Benchmark Design, PLC can perform tasks as outlined under SCOPE OF WORK for a lump sum price of \$ 18,500.00. A retainer in the amount of 15% (\$ 2,775.00) will be required at time of proposal acceptance. Additional work beyond the stated scope of work will be invoiced as per Attachment A.

SCHEDULE

Washington County School Property.doc

Washington County School Property

Proposal for Subdivision Design Services

Page 2

Benchmark Design, PLC can begin within two weeks of authorization to proceed and anticipate submitting plan to Owner for review within four weeks.

WORK NOT INCLUDED

The following work is not included as a part of this proposal, however Benchmark Design, PLC can perform these tasks under a separate proposal or on an hourly basis at rates as shown on Attachment A:

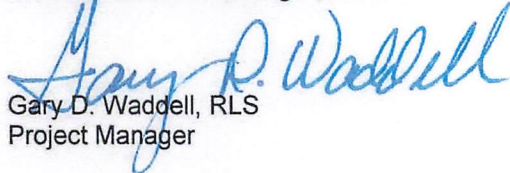
1. Soils engineering (*sub contract*).
2. Boundary surveys of additional property.
3. Detailed grading plans of the development.
4. Offsite utility design other than for subdivided lots
5. Storm water management design for total development.
6. TDOT Entrance Permits.

AUTHORIZATION TO PROCEED

You may authorize us to proceed with the scope of services by returning a signed copy of this proposal. Invoices thereafter will be submitted monthly based on percentage of work completed. If you have any questions or need additional information please contact me. We look forward to working with you on this project.

Sincerely,

Benchmark Design, PLC



Gary D. Waddell, RLS
Project Manager

Enclosures: Attachment A & B (Standard Hourly Billing Rate Schedule and Standard General Conditions)

The foregoing proposal of Benchmark Design, PLC is accepted:

Signature and Title of Authorized Representative

Date

10

Washington County School Board

Property Sales (48 Months)

Previous Sales

Owner	Address	Date of Sale	Sale Amount	Acres	Frontage	Depth	Price/Acre	Type when Sold	Current Improvement
Avants Properties	1460 Highway 11E	2/28/25	595,000	2.56	529'	207'	232,422	Land	Carwash/Rest
V3 Jonesborough	Highway 11E	11/20/24	750,000	4.78	129'	438'	156,904	Land	Starbucks
Wolfe Development	1601 E Jackson	9/12/22	205,000	0.79	216'	282'	259,494	Land	Pavement
Lkm Properties Lp	152 Headtown Rd	1/29/21	1,700,000	9.99	498'	1191'	170,170	Land	Weigles
3 Wnr Ome Tn	167 Headtown Rd	5/4/22	575,000	1.95	656'	309'	294,872	Land	Wash & Roll
D7-5 LLC	Jackson Blvd	8/28/23	500,000	1.06	151'	291'	471,698	Land	None
Sah Mark	376 E Jackson Blvd	5/13/25	382,000	2.46	552'	240'	155,285	Land	Wendys
Blueridge HP Grp	3013 Peoples St	11/15/23	1,500,000	2.08	309'	270'	721,154	Land	Outparcels
Eastman Credit Union	419 W Jackson Blvd	1/12/24	1,404,000	2.94	578'	271'	477,551	Land	None

Older Sales

Lowes	1498 E Jackson Blvd	7/1/08	1,800,000	17.84	Frontage	Depth	100,897	Land	Lowes
Breco Land Group	1262 E Jackson Blvd	6/5/20	305,000	0.6	134'	197'	508,333	Land	Vacant
Breco Land Group	1238 E Jackson Blvd	4/29/11	350,000	0.52	113'	197'	673,077	Land	Medicine Shop
Cro-Bar LLC	1200 E Jackson Blvd	8/24/05	325,000	0.75	110'	301'	433,333	Land	Pals
Trigg & Trigg Holdings	1196 E Jackson Blvd	4/11/08	425,000	0.98	142'	300'	433,673	Land	Bojangles

Currently for Sale

Owner	Address	List Date	List Price	Acres	Frontage	Depth	Price/Acre	Type	Improvement
TN Enterprises LLC	1300 Jackson Blvd	2/1/25	750,000	1.25	196'	298'	600,000	Carwash	For Sale
R & K Land Inc	3903 W Market St		9,200,000	88.0	2073'	954'	104,545	Land	For Sale
Pamela Mosley	1203 E Jackson Blvd		476272	0.64	150'	208'	744,175	Residential	For Sale

From: Chris Ramsey chris@tcigroup.com
Subject: FW: Marketing Summary - WCDE Jackson Ave.
Date: June 22, 2026 at 12:58 PM
To: Jerry Petzoldt jerrypetzoldt@tcigroup.com, Ed Mahaffey edmahaffey@tcigroup.com

Jerry and Ed,

I have added prospects to the attached summary (titled as Copy of WCDE Marketing Summary Revised).

Chris

--

Chris Ramsey
Vice President and Affiliate Broker

TCI Group – Jerry Petzoldt Agency, LLC
5 Red Bush Court
Johnson City, TN 37601
423-646-9043

From: Ed Mahaffey <edmahaffey@tcigroup.com>
Date: Friday, June 12, 2026 at 8:32 PM
To: Jerry Petzoldt <jerrypetzoldt@tcigroup.com>
Cc: Chris Ramsey <chris@tcigroup.com>
Subject: Marketing Summary - WCDE Jackson Ave.

Jerry:

Attached is a summary sheet on marketing for the Washington County School property along with a comparison of the two LOIs that have previously been submitted.

I left it in Excel format in case you want to edit.

Ed



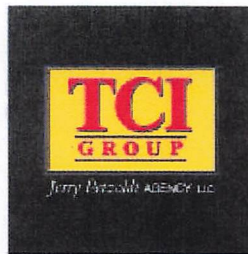
WASHINGTON COUNTY DEPARTMENT OF EDUCATION - JACKSON BLVD PROPERTY			
End of Marketing Phase #2			
November 3rd - June 12th			
Total Web Hits & Email Blasts			

Marketing Platform		Green Space	Middle School**	
CREXI		20,343	4,806	Nov - June
Moodys Analytics		172	73	Last 60 Days
Flex MLS		2,282	1,803	Nov - June
Co-Star		10,104		Combined
Total		32,901	6,682	

**Listings were separated on March 3rd

Letters of Intent		Date	Amount	Type Client
Butler Properties		20-Mar-26	\$2,824,790	Developer
CMK Properties LLC		19-Mar-26	\$2,000,000	Developer
Informal Grocery Retailer		23-Dec-25	\$0	Grocery Retailer

Prospects/Discussions		
Herzling Acquisitions		Private Investor
Market 1 LLC		Private Investor
Multisite Properties LLC		Developer
Grzelak LLC		Private Investor
Belmont Ventures LLC		Private Investor
Kem Richardson		Developer
Connors Restaurant Group		Restaurant Group
William Geronimo		Private Investor
Matt Reed		Realtor
Jack Jobe		Realtor
Todd Ratliff		Realtor
Todd Noel		Realtor
Jeremy McGuire		Private Investor



LOI Comparison: Butler Properties vs. CMK Properties

Category	Butler Properties & Development, LLC	CMK Properties, LLC
Property	~8.665 acres (308 Forest Dr)	~4.5± acres (Sites 3–6, East Jackson Blvd)
Purchase Price	\$326,000 per <i>usable acre</i> (survey-based)	\$2,000,000 total (adjusted per sq. ft.)
Pricing Structure	Variable based on usable acreage	Fixed total price (minor adjustment for size)
Earnest Money / Deposit	\$5,000 refundable during due diligence	\$50,000 deposit; structure evolves over time
Refundability	Fully refundable during contingency periods	Refundable during inspection; becomes partially non-refundable after approvals
Deal Structure	Highly phased (multiple periods)	Simpler structure with Inspection + Approvals phases

Timeline & Due Diligence Structure

Phase	Butler LOI	CMK LOI
Tenant Approval	60 days	
Inspection Period	90 days	120 days
Planning Period	90 days	
Permitting Period	120 days	270 days
Possible Extensions	<u>120 days</u>	<u>150 days</u>
Total Timeline	480 days	540 days
+Closing 30 days		

👉 Key Difference:

- **Butler:** Very structured, step-by-step development pipeline
- **CMK:** More flexible, but heavily tied to approvals

Contingencies & Risk Allocation

Category	Butler	CMK
Inspection Contingency	Yes (broad termination right)	Yes (terminate for any reason)
Permitting Contingency	Yes (Permit Period)	Yes (Approvals Period)
Tenant Contingency	Yes (major risk buffer)	No
Incentive / Tax Abatement	Not mentioned	Explicitly included (extensions allowed)
Title Issues	Seller to cure defects (reasonable efforts)	Buyer reviews; can object
Environmental Risk	Buyer inspects; standard protections	Buyer not responsible for pre-existing conditions

👉 Key Insight:

- **Butler shifts risk heavily away from buyer early** (tenant + long diligence)
- **CMK shifts risk later** (deposit becomes non-refundable after approvals)

Financial Risk & Commitment

Category	Butler	CMK
Initial Deposit	\$5,000	\$50,000
Additional Deposits	\$5,000 per permit extension	\$5,000 per extension
Non-Refundable Exposure	Minimal until late stages	\$50,000 becomes non-refundable after approvals
Buyer Financial Commitment	Low early risk	Moderate-to-high risk over time

👉 Key Difference:

- **Butler = low-risk entry**
- **CMK = stronger financial commitment**

Seller Obligations

Category	Butler	CMK
Document Delivery	Within 5 days	Within 3 days
Cooperation	Limited mention	Explicit obligation to assist with approvals
Title Cleanup	Seller responsible for clearing liens	Not as explicitly stated
Access	Granted for inspections	Granted with broader testing rights

Exclusivity & Control

Category	Butler	CMK
Exclusivity	Not explicit	Explicit no "back-up offers" clause
Additional Land Rights	None	Option to purchase adjacent parcel (18 months)
Confidentiality	Yes	Yes (more detailed)

👉 Major Advantage (CMK):

- Includes **adjacent parcel option** (strategic upside)
- Provides **true exclusivity protection**

Development Intent

Category	Butler	CMK
Intended Use	Not explicitly defined	Traditional retail
Planning Requirements	Detailed planning + cross-access	Approval-driven development
Government Interaction	Structured permitting path	Heavy reliance on approvals + incentives

Brokers & Fees

Category	Butler	CMK
Broker Representation	TCI (Seller), Providence (Buyer)	InSite Retail (Buyer rep)
Commission Responsibility	Seller pays brokers	Seller pays 3% to buyer's rep

Key Takeaways

Butler LOI – Strengths

- Lower upfront financial risk
- Highly structured development timeline
- Includes tenant approval contingency (major protection)
- More flexibility to exit early

Butler LOI – Weaknesses

- Very long timeline (~1 year+)
 - Pricing uncertainty (per usable acre)
 - Less exclusivity protection
-

CMK LOI – Strengths

- Stronger financial commitment (more credible buyer)
- Simpler, cleaner structure
- Includes exclusivity clause
- Option on adjacent land (strategic value)
- Explicit seller cooperation

CMK LOI – Weaknesses

- Higher financial risk to buyer (non-refundable deposit)
 - No tenant contingency
 - Heavy reliance on approvals (longer risk exposure)
 - Less phased control vs. Butler
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Bottom Line (From Seller Perspective)

- **Lower Risk / More Flexible Buyer:** → Butler
- **Stronger Commitment / Cleaner Deal:** → CMK

Washington County School Board

Property Sales (48 Months)

Previous Sales

Owner	Address	Date of Sale	Sale Amount	Acres	Frontage	Depth	Price/Acre	Type when Sold	Current Improvement
Avants Properties	1460 Highway 11E	2/28/25	595,000	2.56	529'	207'	232,422	Land	Carwash/Rest
V3 Jonesborough	Highway 11E	11/20/24	750,000	4.78	129'	438'	156,904	Land	Starbucks
Wolfe Development	1601 E Jackson	9/12/22	205,000	0.79	216'	282'	259,494	Land	Pavement
Lkm Properties Lp	152 Headtown Rd	1/29/21	1,700,000	9.99	498'	1191'	170,170	Land	Weightles
3 Wnr Ome Tn	167 Headtown Rd	5/4/22	575,000	1.95	656'	309'	294,872	Land	Wash & Roll
D7-5 LLC	Jackson Blvd	8/28/23	500,000	1.06	151'	291'	471,698	Land	None
Sah Mark	376 E Jackson Blvd	5/13/25	382,000	2.46	552'	240'	155,285	Land	Wendys
Blueridge HP Grp	3013 Peoples St	11/15/23	1,500,000	2.08	309'	270	721,154	Land	Outparcels
Eastman Credit Union	419 W Jackson Blvd	1/12/24	1,404,000	2.94	578'	271'	477,551	Land	None

Older Sales

Owner	Address	Date of Sale	Sale Amount	Acres	Frontage	Depth	Price/Acre	Type when Sold	Current Improvement
Lowes	1498 E Jackson Blvd	7/1/08	1,800,000	17.84	Frontage	Depth	100,897	Land	Lowes
Breco Land Group	1262 E Jackson Blvd	6/5/20	305,000	0.6	134'	197'	508,333	Land	Vacant
Breco Land Group	1238 E Jackson Blvd	4/29/11	350,000	0.52	113'	197'	673,077	Land	Medicine Shop
Cro-Bar LLC	1200 E Jackson Blvd	8/24/05	325,000	0.75	110'	301'	433,333	Land	Pals
Trigg & Trigg Holdings	1196 E Jackson Blvd	4/11/08	425,000	0.98	142'	300'	433,673	Land	Bojangles

Currently for Sale

Owner	Address	List Date	List Price	Acres	Frontage	Depth	Price/Acre	Type	Improvement
TN Enterprises LLC	1300 Jackson Blvd	2/1/25	750,000	1.25	196'	298'	600,000	Carwash	For Sale
R & K Land Inc	3903 W Market St		9,200,000	88.0	2073'	954'	104,545	Land	For Sale
Pamela Mosley	1203 E Jackson Blvd		476272	0.64	150'	208'	744,175	Residential	For Sale