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# PROPERTY PROPOSAL

The sales and leasing experts of the Upper Cumberland. We are "100% Commercial Real Estate, 100% of the time."

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This proposal was written and presented by:

**CRAIG HUGHES- BROKER/PRINCIPAL**

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# Affiliate Companies

## Different audiences. Different conversations.

Specialization matters. We didn't want to be another "one size fits all" company. That is why we work closely with three different companies that bring expertise in three different real estate areas. Issues, concerns, and priorities are different. We want each of these companies to be all in for their clients bringing different strategies, different processes, and even different marketing avenues.



We are Real Estate made modern in the Upper Cumberland.

We deliver new consumer-centric branding, impactful marketing, and mobile technology to change the game of residential real estate in the area.



UCC is the region's only full-service Commercial Real Estate company offering sales, leasing, investment analysis, tenant representation, property management, and corporate services throughout Middle Tennessee.



MAC is ready to help you achieve success through real estate portfolio management. Our full-service approach leaves no stone unturned, from buying to selling to accounting, we handle all of the hard work to provide you with financial growth, more free time, and peace of mind.

## **Compass, a navigational instrument for finding directions**

Our Corporate Compass is our firm's navigational beacon. This living document shapes our principles and directs our daily efforts and long-term goals. We rely on our principles to guide our interactions with our clients, customers, and peers. These principles represent our core values, reflected daily by everyone associated with our firm.

1. We are in the trust business. Words like fiduciary, integrity, character, and honesty are the currency of our company. These pillars are the foundation that creates our lifelong partnerships.
2. Our conduct exemplifies a superior professional standard, delivering virtuous service. This benchmark is the expectation throughout our team, vendors, and business partners.
3. Continuous education, embracement of technology, along with a constant curiosity shapes our efforts and perspectives. These fundamentals provide guidance and strategies that result in achieving our clients' goals, placing their best interests above all else including our own.
4. We treat each person with respect as we would want our family members to be treated. Clients all have different objectives, timelines, and means. Understanding different life stages and aspirations are paramount to achieving our clients desired outcome.



WESTLEY DRIVE/JEFFERSON AVENUE | Westley Drive/Jefferson Avenue, Cookeville, TN 38501



Sale Price	<b>\$1,200,000</b>
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#### OFFERING SUMMARY

Lot Size:	2.37 Acres
Price / Acre:	\$506,329
Zoning: CG	

#### PROPERTY OVERVIEW

4 Land Parcels available for development along busy Jefferson Avenue in Cookeville, TN. Located approximately 1 mile from Interstate 40 this property would be a great location for multiple businesses.

#### LOCATION OVERVIEW

Putnam County is located on Interstate 40, 79 miles east of Nashville and 100 miles west of Knoxville, making it an ideal location for businesses and visitors alike. Putnam County is home to Tennessee Tech University and Cookeville Regional Medical Center and is the largest micropolitan in Tennessee and in the top 40 in the nation.

**CRAIG HUGHES**

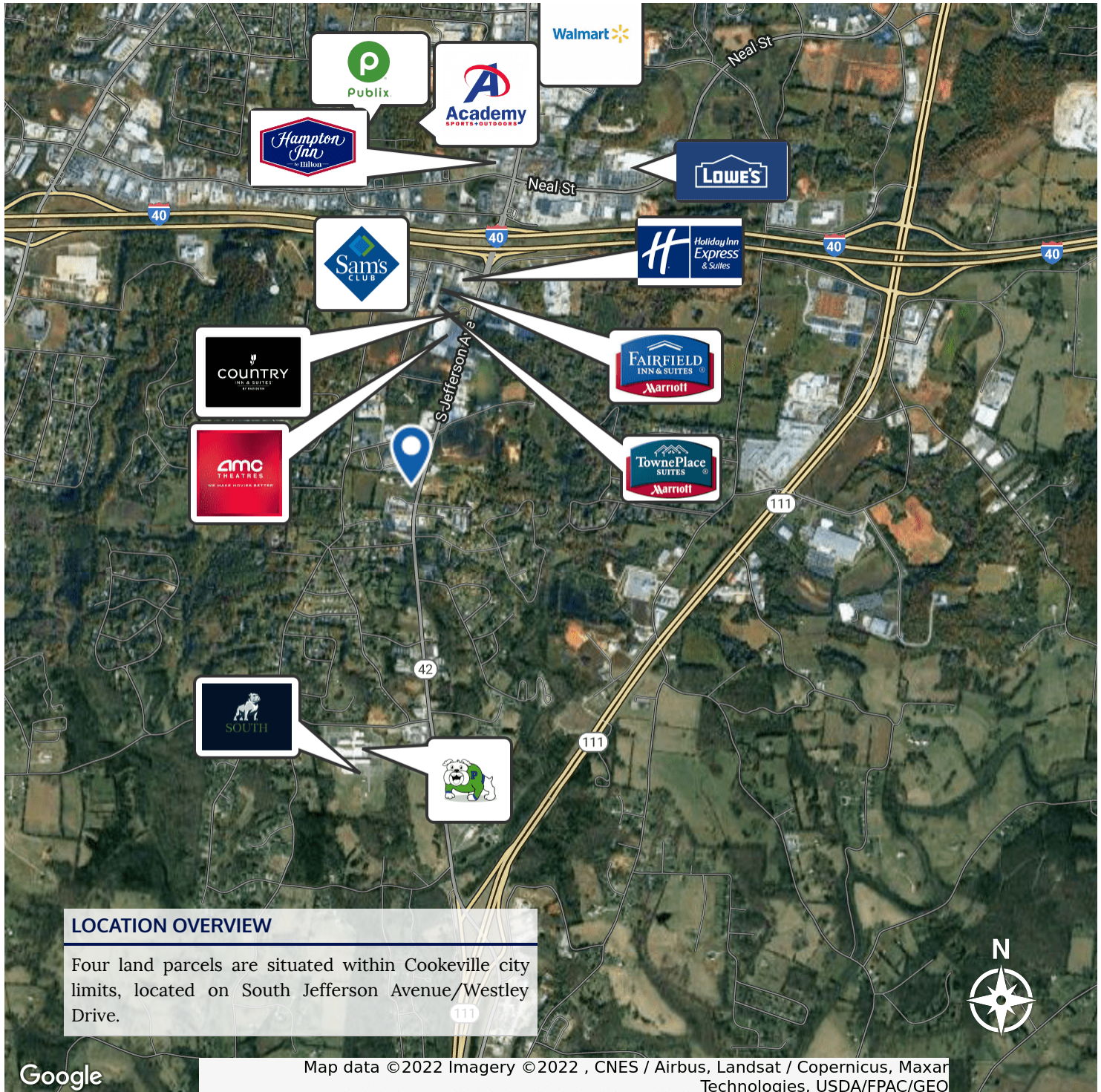
931.284.9098

craig@uppercumberlandcommercial.com

UPPER CUMBERLAND COMMERCIAL REAL ESTATE SERVICES | 931.284.9098 | 263 S WILLOW AVE, COOKEVILLE, TN 38501



**WESTLEY DRIVE/JEFFERSON AVENUE** | Westley Drive/Jefferson Avenue, Cookeville, TN 38501



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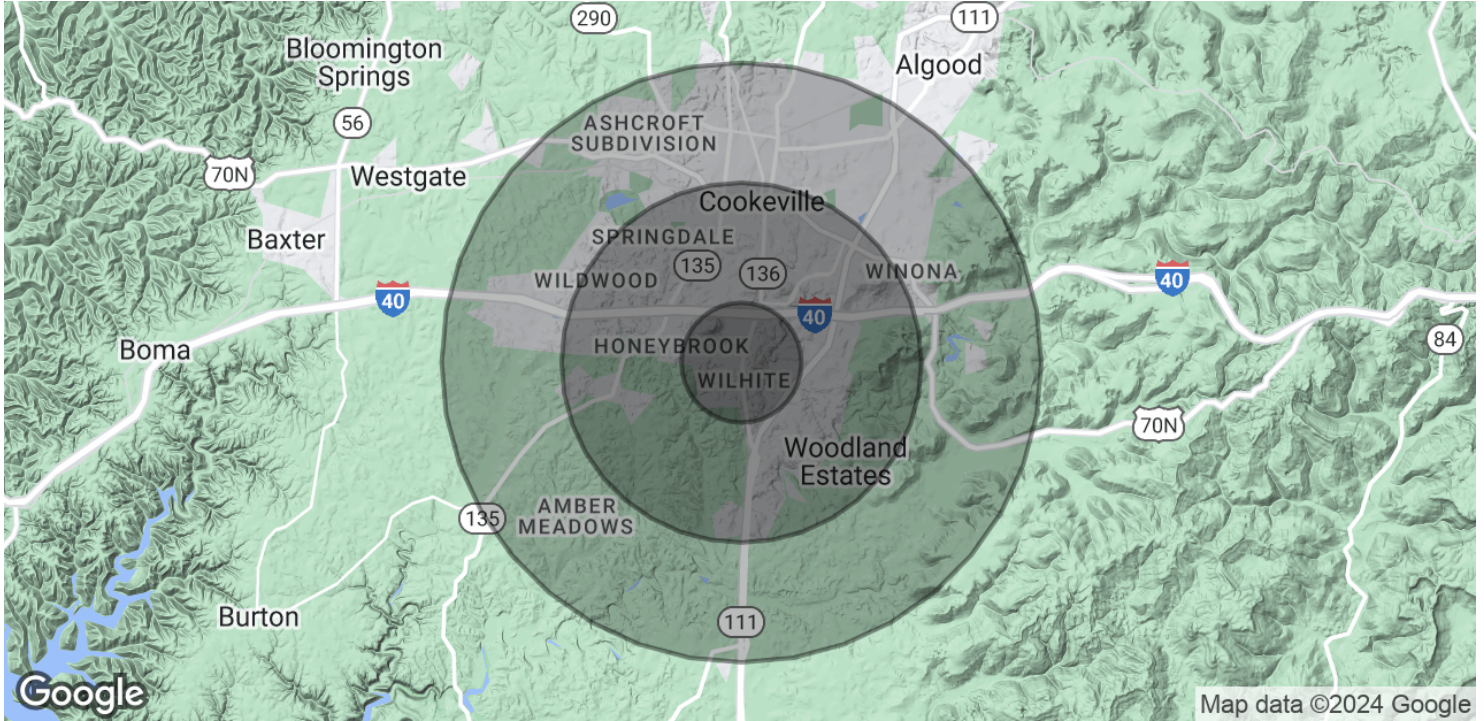
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**WESTLEY DRIVE/JEFFERSON AVENUE** | Westley Drive/Jefferson Avenue, Cookeville, TN 38501



POPULATION	1 MILE	3 MILES	5 MILES
Total Population	1,732	14,912	42,576
Average Age	38.8	39.4	35.8
Average Age (Male)	41.6	37.4	34.3
Average Age (Female)	39.5	40.9	37.2

HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
Total Households	881	7,050	18,591
# of Persons per HH	2.0	2.1	2.3
Average HH Income	\$55,801	\$59,562	\$56,483
Average House Value	\$174,156	\$176,638	\$162,648

\* Demographic data derived from 2020 ACS - US Census

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# COOKEVILLE PUTNAM COUNTY

## 2022 COMMUNITY DATA PROFILE



### QUICK FACTS

County Seat	Cookeville
Year Incorporated	1903
Land Area in Square Miles (County)	401
Water Area in Square Miles (County)	1
Latitude	N36° 09.77'
Longitude	W85° 30.10'
Elevation	1,096'
Market Region	Cookeville
Distance From Nashville	82 miles
Time Zone	Central
City Website	<a href="http://www.cookeville-tn.org">www.cookeville-tn.org</a>
County Website	<a href="http://www.putnamcountyttn.gov">www.putnamcountyttn.gov</a>
Additional Incorporated Cities within the County	Algood, Baxter, Monterey
Unincorporated Cities	Bloomington Springs, Buffalo Valley, Silver Point

### POPULATION

	City	County
2010 (Census)	30,453	72,321
2021 Population	35,883	82,419
2021 Median Age	33.3	38.5
2026 Population Projection	38,019	87,024
Annual Growth Rate (2021-2026 Projected)	1.16%	1.09%

Source: ESRI

### CLIMATE

Annual Average Temperature	56.7° F
Average High Temperature	68.6° F
Average Low Temperature	44.9° F
Annual Average Precipitation	55.99"
Annual Average Snowfall	7"
Prevailing Winds	Southeast
Mean Length of Freeze-Free Period (days)	211

### TAX STRUCTURE

LOCAL	City	County
Property Taxes (2021)		
• Rate per \$100 value	\$0.82	\$2.4720
Ratio of Assessment		
• Residential and Farm	25%	25%
• Commercial/Industrial	40%	40%
• Personal (Equipment)	30%	30%
Total Local Assessment (2021)	\$918,473,528	\$1,689,079,443
Hotel-Motel Tax	3%	7%
Motor Vehicle Wheel Tax Rate		\$0.00

Source: Tennessee Comptroller of the Treasury, Division of Property Assessments

Source: County Technical Assistance Service, UTIPS

### STATE

Sales Tax	
• 4% tax on food and food ingredients	
• 7% on all other tangible personal property unless specifically exempted	
Local Sales Tax Rate	
• 2.75%	
Local and State Sales Tax Collected (FY2021)	
• \$174,385,151	
Income Tax	
• Personal: Repealed beginning January 1, 2021	
• Corporate Excise Tax: 6.5% of Tennessee taxable income	
• Franchise Tax: .25% of the greater of the Tennessee portion of net worth or the book value of real and tangible property in Tennessee. The minimum tax is \$100	
• Unemployment Tax: New employers is typically 2.7% (based on occupation) of first \$7,000	

Source: Tennessee Department of Revenue

## EDUCATION

District Name	Putnam County
Type of Public School System	Consolidated
District Grades Served	Pre-K-12
Number of Schools	20
Number of Classroom Teachers	770
Student to Teacher Ratio	14:1
Additional Staff	145
Total Number of Students	11,143
<b>GRADES</b> (2020-2021)	
Elementary	4,142
Middle	3,077
High School	3,704
VITAL:Upper Cumberland e-learning	220
Number of High School Graduates (2020-21)	744
Graduation Rate	91.9%
Educational Attainment with a Degree (Adults Age 25+)	34.2%

Source: Tennessee Department of Education

### **REGIONAL HIGHER EDUCATIONAL INSTITUTIONS** (within 30 miles) Graduates 2019-2020

- TN College of Applied Technology Crossville 287
- TN College of Applied Technology Livingston 251
- Tennessee Technological University Cookeville 2,462
- Roane State Community College (64 miles) Harriman 1,136

Source: National Center for Education Statistics

FastTrack Job Training	
Assistance Program Available	Yes

Source: Tennessee Department of Economic and Community Development

## GOVERNMENT

### **GOVERNING BODY**

City	City Manager and City Council Meets 1st & 3rd Thursday at 5:30 p.m. Municipal Building
County	County Executive and County Commissioners Meets 3rd Monday at 6:00 p.m. Courthouse

### **Fire Department**

• Full-time fire fighters in city	60
• City volunteers	0
• Full-time fire fighters in county	10
• County volunteers	55
• Fire stations in city	4
• City fire trucks	11
• Fire stations in county	15
• County fire trucks (pumpers/tankers)	16
• County support vehicles	18

### **Law Enforcement**

• Full-time police officers in city	74
• Full-time police officers in county & sheriff	88
• City patrol cars	78
• County patrol cars	102

	<b>City</b>	<b>County</b>
Insurance Rating	ISO 2	6-8x-10
Zoning Regulations	Yes	No
Planning Commission	Yes	Yes
Industrial Development Corp.	Yes	Yes

## TRANSPORTATION

### **AIR SERVICE**

Nearest General Aviation	Upper Cumberland Regional Airport
Location Identifier	SRB
Distance from Cookeville	9 miles
Runway Length	6,005 and 6,705
Surface	Asphalt
Lighting	HIRL/PAPI
Fuel	100LL/Jet A
Repairs	Major
Storage	Hangar, Tie Down
Transportation	Taxi, Rental and Courtesy Car
Nearest Commercial Service	Nashville International Airport
Location Identifier	BNA
Distance from Cookeville	74 miles
Nashville International Airport (BNA) serves approximately 16 million total passengers annually. BNA is currently served by 15 airlines, including international carriers Air Canada, WestJet and British Airways. BNA offers 460 daily flights and provides nonstop air service to more than 65 destinations.	

### **HIGHWAYS**

U.S. Highways	70, 111
State Highways	42, 135, 136
Nearest Interstate	Interstate 40

### **COMMON CARRIERS**

Air Freight Companies	1
Motor Freight Companies	20
Terminal Facilities	1
Bus Services	
Inter-City	Yes
Local	Yes
Carrier Service	Yes

### **RAILROADS SERVED BY**

Nashville &amp; Eastern Railroad

### **NAVIGABLE WATERWAYS**

River	Cumberland
Channel Depth	9 feet
Nearest Port Facility	Gainesboro, TN
Miles from Port	15

## COMMUNICATIONS

Newspapers	Herald-Citizen The Tennessean Hilltop Express Cumberland Business Journal
Telephone Companies	Frontier Communications; Twin Lakes and Charter Spectrum
Radio Stations	12 in county
Television Networks	5 in Nashville; 1 in Cookeville
Cable Service Available	Yes
Channels	40
Provider	Charter Spectrum, Direct TV, Dish Network
Internet Service Available	Yes
Provider	Charter Spectrum, Frontier Communications, Twin Lakes
Fiber Optics Available	Yes
Provider	Charter Spectrum, Twin Lakes



## COMMUNITY FACILITIES

### Health Care

Doctors	244
Dentists	35
Hospitals	1
Beds	247
Clinics	6
Nursing Homes	4
Beds	504
Retirement Homes	1
Beds	N/A
Residential Care/ Assisted Living	4
Beds	170

### Recreation

Libraries (1 main, 3 branches)	4
Parks	12
Golf Courses (Public & Private)	6
Swimming Pools (Public & Private)	3
Country Clubs	1
Theaters	12
Bowling Alleys	1

### Hotels & Motels

Rooms	1,677
Bed & Breakfasts	2

### Largest Meeting Room

Capacity	7,200
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### Restaurants

146

### Day Care Centers

29

### Day Care Homes

22

### Religious Organizations

Adventist	1
Apostolic	2
Assembly of God	3
Baptist	40
Catholic	1
Christian	4
Church of Christ:	22
Evangelical	2
Inter-Denominational	6
Jehovah Witness	1
Latter Day Saints	1
Lutheran	1
Mennonite	1
Methodist	11
Nazarene	2
Non-Denominational	3
Pentecostal	3
Presbyterian	3
Unitarian	1
Unity	1

Other: Burgess Falls State  
Park, Edgar Evans State Park

## FINANCIAL INSTITUTIONS

Name of Institution	# of Branches	Deposits
American Bank & Trust of The Cumberlands	2	155,002,000
Citizens Bank	1	66,147,000
F&M Bank	1	42,863,000
First Freedom Bank	2	100,879,000
First Horizon Bank	2	386,696,000
First National Bank of Tennessee	2	326,918,000
First Volunteer Bank	2	56,183,000
Firstbank	1	148,823,000
FSNB, National Association	1	2,931,000
One Bank of Tennessee	6	479,694,000
Putnam 1st Mercantile Bank	3	131,960,000
Regions Bank	3	294,875,000
Smartbank	1	54,115,000
Southeast Bank	2	327,509,000
U.S. Bank National Association	2	63,786,000
Wilson Bank and Trust	1	148,700,000
Ascend Credit Union	1	405,576,046
Middle TN Federal Credit Union	3	16,814,732
Upper Cumberland Federal Credit Union	1	17,789,674

Countywide Combined Deposits \$3,262,592,452  
(Deposits for June 30, 2021)

Source: Federal Deposit Insurance Corporation and National Credit Union Administration

## INDUSTRIAL SUPPORT SERVICES

Service	Location	Service	Location
Tool & Die	Local	Sheet Metal	Local
Heat Treating	Local	Lubricants	Local
Foundry	Local	Welding	Local
Heavy Hardware	Local	Abrasives	Local

## SELECTED ECONOMIC INDICATORS

### 2021 ANNUAL AVERAGES (PRELIMINARY)

Labor Force	County	Labor Market Area*
Civilian Labor Force	35,152	101,325
Employment	33,730	96,936
Unemployment	1,422	4,389
Unemployment Rate	4.0%	4.3%

\* Labor Market Area is defined as Cumberland, DeKalb, Jackson, Overton, Putnam, Smith and White Counties in Tennessee.

### 2021 EMPLOYED POPULATION 16+ BY INDUSTRY

Agriculture/Mining	0.5%
Construction	8.5%
Manufacturing	12.7%
Wholesale Trade	2.1%
Retail Trade	11.0%
Transportation/Utilities	5.3%
Information	1.1%
Finance/Insurance/Real Estate	4.7%
Services	50.2%
Public Administration	3.8%

### MANUFACTURING IN AREA (Annual Averages 2020)

Number of Units	121
Ann. Avg. Employment	5,321
Ann. Avg. Weekly Wage	\$961

Source: Tennessee Department of Labor and Workforce Development

### PER CAPITA PERSONAL INCOME

Year	2021
Amount	\$25,758

Source: ESRI

### MEDIAN HOUSEHOLD INCOME

Year	2021
Amount	\$46,985

Source: ESRI

### AVERAGE HOME SALES

Year	2020
Number of Homes Sold	1,194
Average Cost	\$224,216
2021 Median Home Value	\$186,636

Source: Tennessee Housing Development Agency

### RETAIL SALES

Year	2020
Amount	\$1,860,567,806

Source: Tennessee Department of Revenue

## NATURAL RESOURCES

Minerals: Limestone and sand

Timber: Oak, Poplar and Hickory

## AGRICULTURAL

Crops: Hay, corn, soybeans

Livestock: Cattle

## UTILITIES

### GAS

Local Distributor	City of Cookeville
Phone	931.526.9591
Website	<a href="http://www.cookeville-tn.org">www.cookeville-tn.org</a>
Source Company	East Tennessee Natural Gas
Fuel Oil Suppliers	4
Suppliers of LP Gas	5

### WATER

Water Supplier	City of Cookeville
Phone	931.526.9591
Website	<a href="http://www.cookeville-tn.org">www.cookeville-tn.org</a>
Source	Center Hill Lake
Capacity	15,000,000 GPD
Current Consumption	10,000,000 GPD
Storage Capacity	10,000,000 Gallons

### SEWER

Sewer Provider	City of Cookeville
Phone	931.526.9591
Website	<a href="http://www.cookeville-tn.org">www.cookeville-tn.org</a>
Type of Treatment	Oxidation ditch
Capacity	14,000,000 GPD
Current Usage	7,000,000 GPD
City Sewer Coverage	90%
Storm Sewer Coverage	20%
Solid Waste Disposal Type	Transfer Station

### ELECTRICITY

Source Company	Tennessee Valley Authority
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### LOCAL POWER COMPANY (City)

Cookeville Department of Electricity

Director	Carl Haney
District Address	55 West Davis Road Cookeville, Tennessee 38506
Phone	931.520.5400
Fax	931.526.2835
Website	<a href="http://www.cookeville-tn.gov/electric/">www.cookeville-tn.gov/electric/</a>

### LOCAL POWER COMPANY (County)

Upper Cumberland Electric Membership Corp

General Manager	Jennifer Brogdon
District Address	Post Office Box 159 1794 W. Broad Street Cookeville, Tennessee 37030-0159
Phone	931.528.5449
Fax	931.526.7494
Outages	931.372.2323
Website	<a href="http://www.ucemc.com">www.ucemc.com</a>

## MAJOR INDUSTRIAL MANUFACTURERS/DISTRIBUTION (100+ employees)

Firm	Product or Service	Total Employees	Union	Phone Number
Averitt Express	Distribution	1,000	None	931.520.5089
Cummins Filtration, Inc.	Heavy duty filters	950	UAW	931.526.9551
Academy Sports & Outdoors	Retail transportation & Distribution	762	None	931.476.2500
TTI (Oreck)	Vacuum cleaners	745	None	931.646.7800
FICOSA North America	Automotive side-view mirrors	620	None	931.432.9000
Perdue Farms	Poultry processing & packaging	560	None	931.839.5000
Aphena Pharma Solutions	Re-packaging of pharmaceuticals	323	None	931.372.2041
ATC Automation	Special automated machinery	260	None	931.528.5417
Tutco, Inc.	Heating elements for appliances	250	None	931.432.4141
IWC	Food distribution	232	None	931.537.4000
Flowserve	Actuators, ball, plug, & butterfly valves	200	None	931.432.4021
Identity Group	Stamps, signs, ink marking devices, etc.	200	None	931.432.4000
Dacco, Inc.	Auto. transmission parts	160	UAW	931.528.7581
G & L Manufacturing	Titanium & stainless steel tubing	118	None	931.528.1732
Fixtur-World	Commercial cabinets, etc.	110	None	931.528.7259

### For information on industrial sites and available industrial buildings contact:

**Robert T. Bibb, Executive Director**  
Middle TN Industrial Development Association  
2108 Westwood Avenue  
Nashville, Tennessee 37212  
Phone: 615.269.5233  
[mtida@mtida.org](mailto:mtida@mtida.org)  
[www.mtida.org](http://www.mtida.org)

**Amy New, VP of Economic Development**  
Highlands Economic Partnership  
One West First Street  
Cookeville, Tennessee 38501  
Phone: 931.526.2211  
Fax: 931.526.4023  
[anew@cookevillechamber.com](mailto:anew@cookevillechamber.com)  
[www.highlandsoftn.com](http://www.highlandsoftn.com)



MTIDA represents the Local Electric Power and Natural Gas Distributors located in the 40 county region of Middle Tennessee.

*The information contained herein was obtained from sources we consider reliable. We can not be responsible, however, for errors or change in information.*

Upper Cumberland Commercial is the region's only full service Commercial real estate company. We don't split our time between residential and commercial. We are all-in all the time, working harder for you.



**Leased: 7,000 SF**

2100 Brown Ave. Suite A,  
Cookeville, TN. 38501



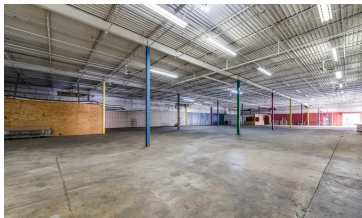
**Leased: 3,000 SF**

599 Vickers Place  
Cookeville, TN 38501



**Sold: 8,300 SF**

427 S. Willow Ave,  
Cookeville, TN 38501



**Leased: 13,000 SF**

203 Durham Avenue,  
McMinnville, TN. 37110



**Leased: 17,100 SF**

250 E. Stratton Ave,  
Monterey, TN.



**Sold: 5,400 SF**

125 Churchill Drive,  
Sparta, TN. 38583



**Leased: 5,605SF**

984 Humble Avenue,  
Cookeville, TN. 38501



**Leased: 2500 SF**

223 W. Bockman Way,  
Sparta, TN. 38583



**Sold: 15,684 SF**

330 Hughes Street,  
Cookeville, TN. 38501

From video tours, to cold calls, to showing every listing personally, we make sure every property gets the attention it deserves. We do everything we can to make sure our clients get the best results.





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Licensed in the state of Ohio in 2011, Craig Hughes brought his knowledge of commercial sales, entrepreneurship, and business professionalism to the real estate community and began his passion in commercial real estate.

Moving from Dayton, Ohio in 2016 Craig and his family fell in love with the beautiful Upper Cumberland region of Tennessee where they would soon settle and begin Cookeville's very first 100% focused commercial real estate firm, Upper Cumberland Commercial in 2017.

With a passion for connecting people, working hard, and serving his community, Craig has become Cookeville's trusted advisor, consultant, and knowledgeable resource when making complex investment decisions such as when to buy, when to hold, when to sell, and most importantly when to walk away.

Upper Cumberland Commercial is a premier full-service commercial real estate firm specializing in commercial leasing and sales of industrial, warehouse & distribution, office, medical, and retail properties, in addition to developed and undeveloped land.

Craig's advocacy advisor approach is designed to provide comprehensive solutions to serve our client's best interests. Having previously worked with a hedge fund manager, a professional baseball team, and clients on the edge of bankruptcy it's important to Craig to craft a plan and strategy to align with our client's goals and expectations and become their trusted resource when making consequential decisions pertaining to their investment properties.

Craig's success is a product of helping clients accomplish their goals. His focus isn't on being the most award-winning real estate company, it's on you our client. Sometimes as an advisor, sometimes as a friend but always from the perspective of what is the best interests of our client.

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