

HENRY COUNTY DEVELOPMENT AUTHORITY

MEETING MINUTES

OCTOBER 8, 2015

I. CALL TO ORDER/MOMENT OF SILENCE

A meeting of the Henry County Development Authority (HCDA) was held on October 8, 2015 at the Development Authority offices located at 125 Westridge Industrial Boulevard, McDonough, Georgia. Board members present were Geoffrey Cauble, Harrice Moore, Nadia Faucette, and Charles Mobley. Also in attendance were Rod Meadows, Legal Counsel Meadows and Macie, Charlie Moseley, Executive Director, Leah Brown, Manager Business Retention and Expansion, and Terry Collins, Recording Secretary. Guests in attendance were, David Gill, President, Henry County Chamber of Commerce (HCCC), and Lee Hunter, Regional Coordinator, Georgia Department of Labor. Guests Pete Peterson, P&A Training Solutions and Steve Cash, Executive Director Henry Council for Quality Growth joined the meeting in progress. At 9:00 a.m., Chairman Cauble called the meeting to order asked for a moment of silence.

II. CALL ROLL/QUORUM/NOTICE OF MEETING

Chairman Cauble asked for a roll call which indicated the presence of a quorum, and verified that meeting notices were properly executed. Chairman Cauble noted that as the Board is already aware, District 2 HCDA Board Member John Bozeman resigned as of September 30, 2015, and that Mr. Bozeman will be greatly missed.

III. APPROVAL OF AGENDA

Mr. Meadows and Chairman Cauble noted that the agenda item US Industrial REIT III – Container – Documents for Re-finance regarding should be moved from New Business to Legal Matters. With that change, Mr. Moore made a motion to approve the agenda and Ms. Faucette seconded. The motion passed unanimously.

VI. APPROVAL OF MINUTES

Chairman Cauble asked if there were any questions or changes to the minutes of September 3, 2015. Hearing none, he called for a motion to approve. Mr. Mobley made a motion to approve the minutes and Mr. Moore seconded. The motion passed unanimously.

V. STANDING REPORTS

INVOICES/FINANCIALS/CORPUS - Chairman Cauble asked if there were any questions or changes to the Invoices/Financials/Corpus reports. Mr. Mobley made a motion to approve and Mr. Moore seconded. The motion passed unanimously.

STAFF REPORT - Board members were provided with a September 2015 Staff Report, a copy of which is attached to these minutes. Mr. Moseley reviewed that he is encouraged to see that project activity is up after a relatively slow summer. He anticipates announcements of industry expansion or new site locations early next year. Board members discussed having Mr. Moseley expand the Staff Report to include stages of projects. Mr. Moseley updated Board members regarding activity on Project Yellow Jacket, Project West, and Project 88. Mr. Moseley and Board members also discussed Project TNT noting an opportunity to revisit water impact fee discussions with Henry County Water Authority administration.

At 9:20 a.m., Mr. Pete Peterson joined the meeting.

Mr. Moseley and Board members reviewed upcoming events as noted on the Staff Report. Ms. Faucette noted the State of the Airport address on October 16, 2015. Board members and staff discussed the Atlanta Motor Speedway and the Henry County Airport. Mr. Meadows reported on a recent meeting held to discuss 3rd party management of the airport noting the next step would be to decide if the Henry County Board of Commissioners would be comfortable with doing a Request for Proposal (RFP) for a professional Fixed Based Operator (FBO). Mr. Meadows also noted that there is currently a draft Intergovernmental Agreement specific to Project Gateway. Board members and staff briefly discussed Federal and State funding availability and that the current Airport Manager is aware of the specifics.

DISTRICT REPORTS

District 5 – no report

District 4 – no report specific to District 4. Ms. Faucette noted that the Georgia Resource Center (GRC) has been reserved for the HCDA Planning Session scheduled for January 7, 2016 which is a regularly scheduled Board meeting date.

District 3 – Mr. Mobley indicated there should be an update soon regarding Project Stallion.

District 1 – no report

At 9:45 a.m., Mr. Steve Cash joined the meeting.

VI. LEGAL MATTERS

Atlanta Liberty – A/K/A Phillips-Van Heusen (PVH): Mr. Meadows explained that as part of refinancing, the Authority is being asked to sign a new security deed and ground lease estoppel. As Mr. Meadows has reviewed and is comfortable with all documentation, he recommended a motion to authorize the officers of the Authority to sign the security deed and ground lease estoppel. Ms. Faucette made a motion and Mr. Mobley seconded. The motion passed unanimously.

US Industrial REIT III – Container (Carlisle) – Mr. Meadows explained that Carlisle is refinancing and the Authority has been asked to sign a Joinder Agreement and Estoppel Certificate. As Mr. Meadows has

reviewed and is comfortable with all documentation, he recommended a motion for the Authority to adopt a resolution for the officers of the Authority to execute the Joinder Agreement and Estoppel Certificate. Mr. Mobley made a motion and Mr. Moore seconded. The motion passed unanimously.

VII. EXECUTIVE SESSION

Mr. Meadows indicated one matter for discussion in Executive Session for the purpose of real estate acquisition. Mr. Moore made a motion to enter into Executive Session and Mr. Mobley seconded. The motion passed unanimously.

At 9:55 a.m., Chairman Cauble called for a 5 minute break. Guests left the meeting.

At 10:03 a.m., the meeting reconvened in Executive Session

EXECUTIVE SESSION

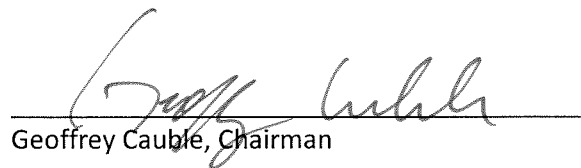
Ms. Faucette made a motion to return to regular session. Mr. Moore seconded and the motion passed unanimously.

VIII. ADJOURN

Gift cards were presented to staff expecting new babies. Mr. Mobley made a motion to adjourn and Ms. Faucette seconded. The motion passed unanimously. The meeting adjourned at 10:25 a.m.



Terry Collins, Recording Secretary



Geoffrey Cauble, Chairman

Staff Report – Charlie Moseley

BUSINESS RECRUITMENT – SEPTEMBER 2015

Project Activity

Project Identifier	Target Area	Project Description	Project Status
Project Royal	Logistics	Medical products distribution. 750,000 SF build-to-suit, 180 jobs, \$45M investment.	No updates since last report.
Project 436 (aka Harbor 2)	Advanced Manufacturing	Global mftg operation evaluating 15-20 acre sites for a 100,000 SF production/distribution facility. 33 jobs, \$12M investment.	No updates since last report.
Project Stallion (aka Maverick)	Tourism	Existing film studio in GA considering expansion to new location.	HCDA has engaged Dan McRae to work on financing options for company and community. Company met with BOC members two weeks ago to discuss scope of project.
Project Hairy	Logistics	Cold storage facility. 65 jobs, \$27M investment, 250,000 SF.	No update since last report.
Project Blue	Advanced Manufacturing	Privately-owned German mftg company with existing US operations. Produces coolers, cooling systems, etc. for heavy equipment industry. Evaluating 25-40 acre sites in metro Atlanta for 185,000 SF production facility. 150 jobs, \$12M investment.	No update since last report.
Project Eight	Advanced Manufacturing	Auto-related manufacturing operation looking at large 4-phase project to scale up production. Jobs and investment undetermined.	No update since last report.
Project Dryer	Advanced Manufacturing	Foreign desiccant manufacturer looking for first US operating. Major supplier to Keurig.	No update since last report.

Project Robin	Advanced Manufacturing	Auto-related manufacturing mega project	No update since last report.
Project Sky	Retail/Commercial	Quality of life project considering location in HC that would be a family activity center.	No update since last report.
Project Gateway	Retail/Warehousing	High end, specialty auto retailer seeking showroom/warehousing space near airport.	Still awaiting finalization of intergovernmental agreement to move forward with project.
Project Fairview	Medical/Hospitality	Developer exploring investment in North Henry	No update since last report.
Project Wolverine	Logistics	Fortune 500 company looking to hire 20 people with \$1M payroll in first year; \$4M in personal property initially	No update since last report.
Project Eagle	Advanced Manufacturing	Aerospace supplier; 600 jobs, \$100M investment	No update since last report.
Project Buffalo	Logistics	Fulfillment center looking for build to suit option for 1.6M sf facility; 700 full time jobs, \$100M investment	No update since last report.
Project Johnson Taylor	Advanced Manufacturing	Rubber mftg operation looking for new US location; 15-40k sf; no job numbers	No update since last report.
Project Diamond	Advanced Manufacturing	Auto-related advanced manufacturing project considering multiple sites in HC.	No update since last report.
Project Stone	Logistics	Medical supply chain project considering 250,000 existing building and build to suit opportunities	No updates since last report.
Project Merchant	Professional Services	Existing Industry (TSYS) needs assistance with additional parking and wants to work with HCDA and County for support	No update since last report.
Project Phoenix	Logistics/Retail	Combination distribution/retail opportunity from national company considering existing building in HC	No update since last report.
Project Yellow Jacket	Advanced Manufacturing	Mftg/logistics opportunity. Foreign company.	HC submitted incentive offer letter as finalist site in GA.

Project Flush	Logistics	Not many details at this time. Project looking at spec opportunities in HC	No update since last report.
Project Bubble	Logistics	Project searching for existing buildings and build to suit opportunities in the 400k+ sf range	No update since last report.
Project 88	Advanced Manufacturing	Foreign auto assembly project considering existing facility in HC	Company plans to visit again in late October to discuss their plans and interest in HC.
Project Riverside	Logistics	California company considering former Briggs facility for distribution operation. Project needs more validation.	No update since last report.
Project West	Logistics	Medical products distributor considering 400-500k sf build to suit opportunity in Henry County	Have received detailed wage and investment info from company. Working now to put offer letter together.
Project TNT	Advanced Manufacturing	Food processor looking for access to 250k gallons of water per day.	Eliminated Henry County due to very high impact fees associated with water.
Project Glass	Logistics	Existing industry potential expansion. Highly confidential.	For now, HCDA staff is monitoring project with development community.

Upcoming Events

- 10/14 – ARC Freight Task Force Meeting, 7:30-9:30 AM at ARC
- 10/20 – One Henry Community Update at Academy for Advanced Studies, 2 PM
- 10/30 – Aerotropolis Meeting, 1-2 PM, Technical Support Campus (1255 South Loop Road, College Park, Georgia 30337)
- 11/5 – FAM Event Practice – Charlie to miss part of HCDA meeting

Networking Events, Meetings, and Conferences

- 9/14 – Meet with Fred Auletta, Geoff Cauble, David Gill, and Rod Meadows re Airport history
- 9/15 – Introductory meeting at Georgia Power Customer Care Center
- 9/15 – LDCT Meeting with Commissioner Knowles at DCA
- 9/16 – Existing Industry Lunch at Academy for Advanced Studies
- 9/16-18 – GEDA Savannah

- 9/21 – Visit Atlas Roofing
- 9/25 – Visit Southern States
- 9/29 – Filming of Henry Insider
- 9/29 – HC Tour with Matt Colvin, ECG
- 10/6 – Visit State PMs re various projects
- 10/7 – Atlas Update Call

Prospect Activity

- 9/16 – Project West Conference Call
- 9/21 – Project Yellow Jacket Meeting
- 9/21 – Project Stallion Call
- 9/23 – Project Stallion Visit
- 10/2 – Project Stallion Call
- 10/5 – Project Stallion Call
- 10/7 – Project Stallion Call

Other

Staff Report - Leah Brown

BUSINESS RETENTION & EXPANSION – September 2015

Networking Events, Meetings, & Conferences

- Leah Brown attended the monthly Henry County Chamber of Commerce Business Boosters Luncheon.
- She also participated in the following meetings and events:
 - Henry Council for Quality Growth Board Meeting and Luncheon featuring a presentation from Beth Shiroishi, president of AT&T Georgia.
 - Henry Council for Quality Growth Community Affairs Cmte meeting with Henry County Planning and Zoning Director Daunte Gibbs as guest speaker

- SHRM Henry County Chapter monthly meeting - Linda Sasser from Impacting Leaders served as the presenter for the June meeting and gave a presentation on "Trusted Advisor - Leading through influencing in HR."

Other Activities

- Listed below are some of the key staff activities for the month of July:
 - Worked with Pipeline to plan and market the September HCDA Existing Industry. The luncheon was held at the Henry County Academy for Advanced Studies and featured presentations from SCTC and the AAS, a tour of the AAS and lunch provided by AAS culinary students. The luncheon was sponsored by Georgia Power Company, Snapping Shoals EMC, and Central Georgia EMC.
 - Assisted with reaching out to Henry County companies to invite them to the State DOE Workforce Development Taskforce Region Meeting.
 - Had weekly dialogue with the Pipeline team to discuss internal marketing efforts.
 - Participated in Go To meetings with Atlas team for Hubspot training and troubleshooting.
 - Made routine updates to the website including the addition of news release, photo albums and blog posts.
 - Met with the following companies:
 - Georgia Power Customer Care Center
 - Atlas Roofing Corporation
 - Southern States, LLC
 - Attended the One Henry Economic Alliance's Imaging and Communication task force meeting.