

HENRYCOUNTY DEVELOPMENT AUTHORITY

MEETING MINUTES

SEPTEMBER 6, 2012

I. ATTENDANCE – CALL TO ORDER

A meeting of the Henry County Development Authority was held on September 6, 2012 at the Development Authority offices located at 140 Henry Parkway, McDonough, Georgia. Board members present were Vickie Loper, Scott McCarter, Charles Smith and Rev. Bill Herndon. Also in attendance were Rod Meadows, Meadows and Macie, Bob White, Executive Director, Leah Brown, Manager, Business Retention and Expansion and Terry Collins, Recording Secretary. At 9:05 a.m., Chairman Loper called the meeting to order and Rev. Herndon gave the invocation.

II. APPROVAL OF MINUTES

Chairman Loper asked if there were any comments, corrections or questions on the Minutes from August 2, 2012 and hearing none, she asked for a motion to approve the minutes. Rev. Herndon made a motion to approve and Mr. Smith seconded. The motion passed with Mr. McCarter abstaining from the vote as he was absent at the August 2, 2012 meeting.

III. APPROVAL OF INVOICES

Chairman Loper asked if there were any comments or questions on the Summary of Invoices and hearing none, she asked for a motion to approve the Summary of Invoices as presented. Mr. McCarter made a motion to approve the invoices and Mr. Smith seconded. The motion passed unanimously.

IV. FINANCIAL REPORTS

Board members and staff discussed the financial reports and the Board's decision last month to place \$80,000 in the Authority's money market account. After discussion of interest rates, Mr. McCarter made a motion to approve the Financial Reports as presented and to leave the \$80,000 in the money market account. Rev. Herndon seconded and the motion passed unanimously.

V. OLD BUSINESS

Mr. White updated Board members on the meeting he attended on August 21, 2012 regarding the Georgia Career Academies Project (GCAP) grant application for the Henry County Academy for Advanced Studies. He noted that the meeting went well and all parties are optimistic that the Academy will receive grant funds. He also noted that a Board has not yet been finalized and must be in place before the application process can be completed.

Mr. White shared copies of September – November 2012 calendars, August 2012 Staff Reports, and a letter and checklist provided by the HC Chamber of Commerce to Chamber members regarding a ten-year commitment to the Henry County Academy for Advanced Studies in conjunction with the GCAP Grant. Board members reviewed and discussed the letter and checklist. Mr. White reminded Board members of the action deferred from the August 2, 2012 meeting was a ten-year soft commitment by

the Authority and that Rev. Herndon had suggested a \$5,000 donation to the Academy for Advanced Studies. After further discussion, Mr. McCarter made a motion to make a one-time donation of \$5,000, using EMC Funds, to the Henry County Academy for Advanced Studies, adding that it should be a one-time donation to be reviewed annually by this Board and future Boards. Rev. Herndon seconded and the motion passed unanimously. Board members agreed that this donation was an excellent use of EMC Funds. Board members continued discussion of the checklist and agreed that several of the areas, i.e. participation in career related activities, were already being served by Staff and some Board members. Mr. McCarter amended his motion to include that it be left up to Staff to choose other items on the checklist they deem appropriate to work in and bring recognition to the Authority. Rev. Herndon seconded the amended motion, which was unanimously adopted.

Mr. Meadows reviewed that while the Authority was finally able to secure approval for the Economic Development Incentives Program adopted by the HC Board of Commissioners last summer, it is now necessary to make some amendments to what was adopted in order to address issues raised by the County Attorney, and to minimize unnecessary delays in implementing the policy. Mr. White suggested developing a 2-tier incentives policy structure to streamline the process and also the use of matrices to standardize incentives for routine projects based on objective criteria (with the understanding that extraordinary projects would require flexibility and consideration). Board members all agreed to request Mr. White and Mr. Meadows to draft a proposed matrix to present to the HCDA and the BOC for further consideration.

VI. STAFF REPORTS

A copy of the August 2012 Staff Reports is attached to these minutes. Mr. White reported that the Authority's participation in a 16-page Investment Profile on Georgia will appear in the September 2012 issue of Site Selection magazine. Mr. White shared a digital version of the article on the conference room monitor pointing out key areas referencing Henry County.

Mr. White and Board members discussed a meeting facilitated by the Authority, at the request of BOC Chair B.J. Mathis, between Atlanta Motor Speedway (AMS) President, Ed Clark, and the Georgia Department of Economic Development's Tourism Division. The direction of the meeting was to bring new events to AMS.

Board members and Staff discussed the 2012 Intergovernmental Retreat in Rome, Georgia held on August 23-24, 2012 which was attended by Mr. White, Mr. Meadows, Chairman Loper and Rev. Herndon. Mr. White also noted that he has a meeting scheduled on Sep 7, 2012 with Dist 2 Commissioner Brian Preston to discuss potential appointees to the Authority board.

VII. NEW BUSINESS

Chairman Loper noted that she would not be available for the next scheduled Authority Board meeting to be held on October 4, 2012. Board members and Staff discussed changing the meeting date, but decided to leave the meeting as scheduled with Secretary/Treasurer Mr. McCarter to preside.

VIII. EXECUTIVE SESSION MATTERS

Rev. Herndon made a motion to move to Executive Session to discuss certain real estate matters and Mr. McCarter seconded. The motion passed unanimously.

EXECUTIVE SESSION

Rev. Herndon made a motion to move back to regular session and to authorize the Chair to sign an appropriate affidavit. Mr. McCarter seconded and the motion passed unanimously.

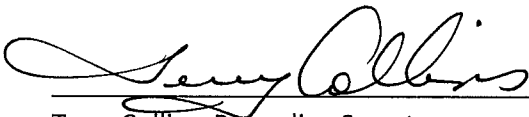
IX. ADJOURN

Before adjourning, Mr. White made some final comments stating that he and Ms. Brown would be in attendance next week, Sep 12-14, 2012 at the GEDA Annual Conference in Savannah, Georgia. He also reminded Board members of the Council for Quality Growth meeting on September 12, 2012 if anyone would like to attend.

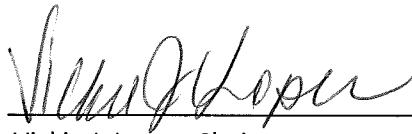
Mr. Meadows left the meeting at 11:05.

Mr. White also reported that in following up with discussions from the Intergovernmental Retreat, he and Chamber President, Kay Pippin, had discussed scheduling a fact-finding visit for Retreat attendees to Suwanee to gain first-hand knowledge of the city's innovative community initiatives and will reach out to selected attendees to gauge their interest in participating.

At 11:08, Rev. Herndon made a motion to adjourn and Mr. Smith seconded. The motion passed unanimously.



Terry Collins, Recording Secretary



Vickie J. Loper, Chairman

Staff Reports
Henry County Development Authority
August 2012

BUSINESS ATTRACTION

Project Activity

Project Snow: Project Snow is a company that designs, manufactures and distributes finished plastic goods to over 13,000 retail locations worldwide. The company is considering Georgia and five other states for a new facility that is projected to employ 150 workers within three years. Two buildings in Henry County have been submitted by the Georgia Department of Economic Development (GDEcD), and staff has responded to a formal Request for Information (RFI). A site visit is planned for September.

Other Activities

- **Opportunity Zone Update:** The Opportunity Zone application is still being prepared, and County staff continues to work with the City of McDonough and the City of Stockbridge to join in the OZ application process with the County and the City of Hampton.
- **Site Selection Magazine:** As reported previously, HCDA will participate in a 16-page Investment Profile on Georgia to appear in the September issue of *Site Selection* magazine. Bob White was interviewed for the Georgia Profile, and a new print advertisement and website banner ads have been created and will debut in the Profile. Other Georgia advertisers include the Georgia Department of Economic Development, Georgia Power Company, Partnership and the Savannah Economic Development Authority.
- **Atlanta Motor Speedway:** At the request of BOC Chair B.J. Mathis, the Authority facilitated a meeting between Atlanta Motor Speedway President, Ed Clark, and the Georgia Department of Economic Development's Tourism Division (GDEcD). GDEcD Deputy Commissioner for Tourism, Kevin Langston, and Director of Tourism Product Development, Bruce Green, met with Chairman Mathis, Commissioner Brian Preston and others to discuss new partnership opportunities to promote Race activities at AMS.
- Bob White attended a two day **IEDC Marketing and Attraction Course** at the Georgia Tech Hotel & Conference Center.
- **Gretchen Corbin**, Deputy Commissioner-Global Commerce, Georgia Department of Economic Development, was the guest speaker for the August Henry Council for Quality Growth meeting on August 8th. Ms. Corbin was introduced by Executive Director, Bob White.
- Mr. White facilitated a meeting between the developers of the Southpoint Retail Center in McDonough, and representatives of The Shumacher Group, an Atlanta-based restaurant consulting firm. The Southpoint developers had expressed an interest in attracting quality full-service restaurants to the retail center, and the meeting was held to update the parties on new and potential development at the center.

BUSINESS RETENTION & EXPANSION/ENTREPRENEUR DEVELOPMENT

▪ **Networking Events, Meetings & Conferences**

Leah Brown, Manager-Business Retention and Expansion, attended the following conferences and regular scheduled meetings during August :

- Henry Council for Quality Growth
- South Metro Microenterprise Council (SMMC) Meeting (Hosted by HCDA)
- Existing Industry Council
- Business Boosters Luncheon and Small Business Council
- GEDA Monthly Meeting and Luncheon
- Henry County SHRM Meeting

▪ **Existing Industry**

- Visit and tour of Atlas Roofing
- Provided assistance to GENCO Sears and BEHR regarding issues on Declaration Drive

▪ **Other Activities**

- Worked with HCCC President Kay Pippin to identify potential candidates for 2013 chair for the Existing Industry Council
- Lunch meeting with Deanne Elliott – Georgia Power

PUBLIC POLICY

- Chairman Vickie Loper, Board Member Bill Herndon, Authority Legal Counsel Rod Meadows and Bob White attended the 2012 Intergovernmental Retreat in Rome, Georgia.
- Bob White and Leah Brown continue to work on the Steering Committee for the Henry County School System's College & Career Academy Charter Application. Mr. White participated as a member of a Henry County team that met with a panel from the Georgia Department of Education in support of the County School System's Academy for Advanced Studies Charter Application.
- The Authority had been contacted by Stockbridge City Councilman, Richard Steinberg, to assist in identifying new initiatives to strengthen economic development in Stockbridge, and Board Members Bill Herndon and Charles Smith and staff facilitated a meeting between Mr. Steinberg and representatives from the Georgia Department of Community Affairs (DCA).