

HENRY COUNTY DEVELOPMENT AUTHORITY

MEETING MINUTES

NOVEMBER 7, 2013

I. ATTENDANCE – CALL TO ORDER/MOMENT OF SILENCE

The regular meeting of the Henry County Development Authority (HCDA) was held on November 7, 2013 at the Development Authority offices located at 140 Henry Parkway, McDonough, Georgia. Board members present were Bill Herndon, Charles Smith, John Bozeman, and Charles Mobley. Geoffrey Cauble joined the meeting in progress. Also in attendance were Stephen Morris, Meadows and Macie, Bob White, Executive Director, Leah Brown, Manager, Business Retention & Expansion and Terry Collins, Recording Secretary. Guests in attendance were Odessa Archibald, Senior Economic Development Representative, Georgia Power, Stewart Rodeheaver, President, Vizitech USA, and John Uessler, CTAE Coordinator, Henry County Academy for Advanced Studies. Mr. Uessler joined the meeting in progress.

At 9:03 a.m., Chairman Herndon called the meeting to order, welcomed guests and noted that Mr. Cauble had been delayed and would arrive soon. A moment of silence was observed. Chairman Herndon noted an amendment to the agenda to add discussion of Henry County Chamber of Commerce annual dues and asked for a motion to accept the agenda as amended. Mr. Smith made a motion to accept the agenda and Mr. Mobley seconded. The motion passed unanimously.

II. APPROVAL OF MINUTES

Chairman Herndon asked if everyone had reviewed the minutes from October 3, 2013. Mr. Mobley suggested that the minutes on page 3 under Old Business/Staff Reports, should reflect more details of the Board discussion regarding hospital bonds. Upon further discussion, Mr. Morris offered to provide more details and clarification to amend the minutes.

At 9:08, Mr. Uessler joined the meeting.

With no further discussion of the October 3, 2013 minutes, Mr. Smith made a motion to accept the minutes as noted. Mr. Mobley seconded. The motion passed unanimously.

Mr. White introduced each guest in attendance and noted that Mr. Scott Barresi, World Internet Group, had been invited to attend today's meeting and may be arriving in progress. Chairman Herndon reminded everyone of the retirement reception on November 15, 2013 at the Stockbridge Holiday Inn for June Wood of Georgia Power.

Chairman Herndon then asked if there were any comments or questions regarding the minutes from October 16, 2013. Mr. Mobley made a motion to approve and Mr. Smith seconded. The motion passed unanimously.

III. INVOICES, FINANCIALS, CORPUS

As point of clarification for guests, Mr. White reviewed that this discussion involved the Authority funds received from bond fees and utility companies unclaimed capital credit. Mr. Mobley reviewed that the Year to Date Cash Flow Report reflects the category of "Donations" which the Board previously discussed should be "Contributions." Board members asked Ms. Collins to correct the expense category list. Chairman Herndon asked Mr. Uessler to update Board members on how the contributions from the Authority to the Henry County Academy for Advanced Studies have been utilized. Mr. Uessler reviewed that the \$8,100 contribution was used to fund Science, Technology, Engineering and Mathematics (STEM) initiative training for 30 instructors at two Henry County elementary schools and one middle school. The initial \$5,000 contribution funded training required for the GCAP grant as well as writing for the GKAP grant application which resulted in Henry County Schools receiving a \$3.4 million GCAP grant. Another great use of the funds was for Technology Association of Georgia Education (TAG ED) memberships for two schools. Mr. Uessler shared that a portion of the contribution remains in reserve for future use and that he has nominated the Authority for Partner of the Year at the upcoming Lt. Governor's Education and Business Summit. After further discussion, Mr. Smith made a motion to accept the Invoices, Financials and Corpus with the Mr. Mobley's requested correction of changing "donations" to "contributions." Mr. Mobley seconded and the motion passed unanimously.

IV. OLD BUSINESS

Chairman Herndon requested discussion of Atlas Advertising be postponed until Mr. Cauble's arrival. Mr. Mobley followed up last month's discussion of legal counsel providing Board members with a list of talking points to discuss Henry County Water and Sewerage Authority (HCWSA) impact fees. Mr. Morris and Chairman Herndon made note to follow up in providing Board members with this list. Board members informally discussed HCWSA impact fees.

V. NEW BUSINESS

Mr. White welcomed Stewart Rodeheaver to the meeting. Mr. Rodeheaver provided information on his history of work in the U.S. Army, with Georgia Power and the development of his company Vizitech USA. Mr. Rodeheaver provided information on training and educational services offered by Vizitech USA to U.S. Government agencies, transportation and aviation agencies, colleges and school systems. He explained the AV Rover portable 3D system and highlighted many examples of how it can be used in classrooms at all levels. Mr. Rodeheaver also explained the use of the Vizitech open source Droid tablet, which is already replacing textbooks in some school systems. Mr. Rodeheaver expressed his desire to relocate his company to Henry County.

Mr. Cauble joined the meeting at 9:55.

After a question and answer session and discussion by Board members with Mr. Rodeheaver, and a brief break at 10:05, Board members re-convened at 10:10 in Conference Room B for a demonstration of Vizitech USA's AV Rover Portable 3D Systems. Mr. Baressi joined the group during the presentation.

At 11:05 Mr. Uessler left the presentation.

At 11:10 The Vizitech USA presentation concluded, Board members returned to the HCDA Conference Room and Mr. Cauble left the meeting.

Chairman Herndon reviewed information for renewing the Authority's annual membership with the Henry County Chamber of Commerce.

VI. OLD BUSINESS (continued)

Mr. Smith updated Board members that he had spoken with Mr. Meadows regarding the Atlas Advertising Consulting Agreement and that Mr. Meadows was comfortable the contract. Board members discussed the costs associated with the Atlas Advertising agreement will be paid from the County budget and the Authority corpus funds. Board and staff discussed steps moving forward after the contract is signed requiring an upfront payment of 33%. Mr. White provided everyone with copies of the contract noting the expected time frame from start to finish is 20 weeks. Chairman Herndon reviewed that with the approval of counsel and the Board champions' recommendation for Atlas Advertising as the vendor for the HCDA Website, Marketing and Brand project, he would entertain a motion. Mr. Mobley made a motion to authorize the HCDA Chairman to sign the documents executing the Consulting Services Agreement with Atlas Advertising, LLC and continue signing necessary documents within the time frame noted by the designated contact which is Mr. White. Mr. Bozeman seconded and the motion passed unanimously.

VII. DISTRICT REPORTS

In lieu of time, Mr. Bozeman made a motion to skip District Reports and Mr. Smith seconded. The motion passed unanimously.

VIII. EXECUTIVE SESSION

Mr. Mobley made a motion to move to Executive Session. Mr. Smith seconded and the motion passed unanimously. Ms. Brown, Ms. Collins and guests were excused.

The Board returned to regular session at 11:45.

IX. STAFF REPORTS

Prior to the meeting, Board members were provided with a copy of the November 2013 Staff Reports, a copy of which are attached to these minutes. Mr. White reported on a recent meeting of the Medical

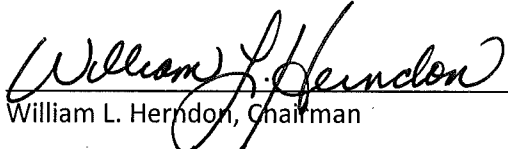
Education (MedEd) Task Force members to discuss education and workforce development needs of area medical providers. He also noted he has registered for a table of ten at the 2013 Health IT Leadership Summit to be held on November 12 at the Fox Theater in Atlanta, and that there are four available seats remaining at the table. Mr. White suggested for the Board to consider acquiring, using approximately \$14,000 of EMC funds, one of the Vizitech AV Rover Portable 3D Systems as the next contribution to the Henry County Academy for Advanced Studies. Chairman Herndon noted that Mr. Uessler is planning further discussions with Mr. Rodeheaver.

X. ADJOURN

At 11:55, Mr. Bozeman made a motion to adjourn the meeting and Mr. Smith seconded. The motion passed unanimously.



Terry Collins, Recording Secretary



William L. Herndon, Chairman

Staff Reports
Henry County Development Authority
November 2013

BUSINESS ATTRACTION

Project Activity

Project Identifier	Target Area	Project Description	Project Status
Project Buckeye	Professional Solutions	Financial services call center for Fortune 1000 company. Employment goal 500 FTE.	Pending final location decision.
Project Mort	Logistics	Regional distribution center for national retail chain in support of expanding store presence in SE U.S. Expected employment 187 FTE within five years	Pending location decision.
Project Smiley (2012 Project)	Advanced Manufacturing	Converted paper product manufacturing. \$80 million investment with 120+ jobs.	Henry is remaining site in Georgia and a final location decision is pending.
Project William	Advanced Manufacturing	Manufacturing project (NFI) seeking 600,000+ SF rail-served buildings for a project that would potentially employ 115.	No further information available.
Project Bulldog	Logistics	500,000 SF building requirement, 120-150 positions.	RE representative requested building and community information.
Project Jacket	Advanced Manufacturing/Logistics	Food manufacturing project has both manufacturing and distribution projects. 300,000 SF – 500,000 SF real estate requirement. Employment 250+ for both project.	Site visit on October 24 th . Company site team visited 18 buildings in Metro Atlanta – 7 buildings in Henry were visited.
Luxottica Retail	Logistics	Luxottica adding additional functions at McDonough DC.	In lease negotiation for 30,000 SF of additional space offsite.
Project Elwood	Advanced Manufacturing	500,000-800,000 SF building requirement. 300-350 job potential.	Request for Information received and being prepared.

Project Identifier	Target Area	Project Description	Project Status
Inline Plastics	Advanced Manufacturing	Inline will be expanding the existing plant, which currently employs 148 personnel, adding one additional injection molding press initially, with two additional machines to be added near term. Approximately 60% of the current output is dedicated to providing clear plastic clamshell containers to Publix.	HCDA Staff Leah Brown and Bob White and GDOL Representative Lee Hunter, met with Inline General Manager, Mike Garrett. Staff will facilitate further meetings with the Georgia Department of Economic Development (GDEd) and Georgia Quick Start.

OTHER ACTIVITIES:

- Atlas Advertising of Denver, CO, was selected as the vendor for the HCDA Website, Marketing and Branding project. Draft Consultation Agreements in review. It is anticipated that the Agreement will be presented for execution at the November HCDA meeting.
- Bob White attended the *Exotic Driving Experience* hosted by the Metro Atlanta Chamber of Commerce at Atlanta Motor Speedway. A targeted group of eight statewide economic development project managers and industrial brokers joined Metro Atlanta Chamber personnel for the Developer Day event.
- Authority Counsel, Rod Meadows, and Executive Director White met with Henry County Chief Appraiser, Charles Reddoch, to discuss strategies to reduce the high level of industrial vacancies in Henry County. Specific initiatives involving bond-for-title projects are being studied.
- Board Members Geoff Cauble and Charles Mobley and Executive Director, Bob White, met with representatives of area academic Medical Education (MedEd) Task Force members to discuss education and workforce development needs of area medical providers on Thursday, October 17th, at the Academy for Advanced Studies. Further meetings are being planned.
- Bob White attended a meeting hosted by Rod Meadows with representatives from the Hands of Hope Clinic and Piedmont Henry Hospital to discuss potential expansion of the Clinic as a Community Clinic as discussed during the earlier meeting of the Healthcare Task Force. Representing Hands of Hope were Ruth Rucker and John Webb, and Holly Lang, Director of Community Benefits and External Affairs at Piedmont Henry Hospital
- Mr. White attended an industrial real estate market overview program at the Atlanta Commercial Board of Realtors.

BUSINESS RETENTION & EXPANSION/ENTREPRENEUR DEVELOPMENT

- Leah Brown attended the monthly Small Business Council meeting, and the monthly Business Boosters Luncheon at the Henry County Chamber of Commerce.
- Ms. Brown attended the monthly meeting of the Henry County Chapter of the Society of Human Resources Managers (SHRM)
- Ms. Brown met with Alisa Kirk, Director of the Small Business Development Center (SBDC) at Clayton State University to discuss future partnership opportunities.
- The quarterly Industry Connector E-newsletter was distributed in October to 200+ recipients.

PUBLIC POLICY

- Executive Director Bob White spoke at the 10th Anniversary Celebration of the opening of Mercer's Regional Academic Center in Henry County. Since the opening in Fall 2003, more than 3,500 students have attended classes at the Center, with more than 1,700 undergraduate and graduates having been awarded.
- Bob White attended a meeting of the One Henry Economic Development Task Force to discuss implementation of the Target Industry Study recommendations. Authority Counsel, Rod Meadows, was on hand to discuss the Healthcare initiatives currently underway, while Mr. White – who is serving as Co-Chair of the group with Henry Chamber President, David Gill – and John Mascaritolo, Director of the Center for Supply Chain Management at Clayton State University, presented an overview of Logistics and supply chain management. The next monthly meeting of the Task Force will feature a review of the Advanced Manufacturing and Professional Solutions target industry clusters.
- Bob White attended the quarterly meeting of the Joint Development Authority of Metro Atlanta (JDAMA). Due to the lack of a quorum, no formal actions were taken.
- Mr. White has been invited to join the Henry Community Advisory Board for Childrens' Healthcare of Atlanta.
- Mr. White will serve on the County team evaluating Proposals for the County Wide Area Network project.
- Ms. Brown attended a meeting of the E²: Economics and Education Task Force

ORGANIZATIONAL STRUCTURE AND ADVANCEMENT

- Ms. Brown attended the monthly GEDA meeting. Mr. White was unable to attend due to the rescheduling of the JDAMA meeting
- HCDA will host a meeting of area Development Authority executives in November to continue discussions of the reforming of the Metro South regional economic development alliance.