

**HENRY COUNTY DEVELOPMENT AUTHORITY  
MEETING MINUTES  
February 04, 2025**

**I. CALL TO ORDER**

The regularly scheduled meeting of the Henry County Development Authority (HCDA) was held in the conference room at 125 Westridge Industrial Blvd., McDonough, GA 30253.

**Board members present:** Charles Marshall, David Crow, Pierre Clements, Eddie Ausband, Cynthia Andrews and George Patterson

**Staff present:** Sharon Hill, Executive Director; Susan Wise, Manager of Business Development; Angela Hall, Manager, Business Retention & Expansion, Abigail Watkins, Communications Specialist and Cherie Simon, Executive Assistant

**Others present:** Rod Meadows, Legal Counsel, Meadows, Macie & Morris, P.C.

**II. ROLL CALL / QUORUM / NOTICE OF MEETING**

Chair Pierre Clements called the meeting to order at 8:07 a.m.

Chair Clements confirmed a quorum was present and verified that meeting notices were properly posted.

**III. APPROVAL OF AGENDA**

**Mr. Meadows and Ms. Hill requested the agenda be modified to allow the Board to include an executive session to discuss updates on existing projects.**

*Mr. Marshall moved to approve the agenda with the requested executive. The motion was seconded by Mr. Ausband and passed unanimously.*

**IV. GUEST PRESENTATION**

Mr. David Kent, President of Piedmont Henry Hospital, provided an update on the hospital's continued growth and commitment to expanding healthcare services within the community. He highlighted ongoing efforts to enhance service quality, with particular emphasis on improvements within the Emergency Department.

Mr. Kent discussed several key areas of focus, including the hospital's expanding service area and its growing role within the regional healthcare landscape. He addressed the organization's economic impact and operational scale, as well as current and planned facilities and capacity expansions, including parking enhancements and preparations for future growth.

Specific attention was given to Emergency Department challenges and the process improvements implemented to address them. Mr. Kent shared measurable results stemming from operational scale adjustments and workflow changes, noting a broader service philosophy and culture shift aimed at improving patient experience and outcomes.

Additional updates included progress related to trauma center services, clinical program expansion, and the continued growth of primary care and outpatient services. He also provided context regarding the hospital's financial position and payer mix.

Mr. Kent concluded by reaffirming Piedmont Henry Hospital's strong partnership with the Development Authority and the broader community. His final remarks outlined the scope of future plans, including new facility development, Certificate of Need (CON) filings, and the opening of a new tower.

## **V. APPROVAL OF MEETING MINUTES**

January 13, 2026:

*Mr. Patterson moved to approve the minutes. The motion was seconded by Mr. Crow and passed unanimously.*

## **VI. BOARD OF DIRECTOR'S REPORT:**

### **Pierre Clements, Chair**

Mr. Clements mentioned the City of Covington's council passed a resolution to potentially eliminate property taxes and fund their budget through data center revenue as being significant. There are conversations unfolding around that and it is something we should continue monitoring closely. It signals how aggressively some communities are leveraging data center growth as a long-term fiscal strategy.

He also emphasized the Authority's continued opportunities to communicate with partners across the state — Savannah, Fayetteville, Douglasville — and most recently noted Douglasville engaging a consultant for their five-year plan. They've identified six focus sectors, including advanced manufacturing, corporate networks, digital and creative media, legacy industry, sports and health performance technology. They're also prioritizing affordable housing. It's helpful for us to observe how other communities are structuring their strategic focus and aligning workforce and housing with industry growth.

And finally, Walmart reached a trillion-dollar market cap — largely driven by e-commerce and AI which reinforces our previous conversations. Long-term strategy around technology and AI is proving transformative. As we think about our future relevance and how we support our industry partners, staying informed and proactive around AI and emerging technology will be critical.

Those are just a few key updates and best-practice observations to keep on our radar.

## **VII. TREASURER'S REPORT**

County / Corpus / Financials – **Cynthia Andrews**

Ms. Andrews presented the budget and financial reports for both County and Corpus accounts (as of January 31, 2026 and December 31, 2025) - respectively

**County budget for January 31, 2026:** (based on county's July 1-June 30 fiscal year)  
Monthly: \$57,083.06; YTD: \$472,995.70 (56.6% utilization)

**CORPUS budget:**

Monthly: \$33,852.88; YTD: \$98,152.60 (19.75% utilization)

**CORPUS Financials as of December 31, 2025** \$3,098,841.18

Current assets: \$3,121,175.18 (Monthly income: \$22,334.00 liabilities: \$1,275.39

Total Assets: \$3,159,782.26)

*Mr. Marshall moved to approve the monthly financial reports. Mr. Ausband seconded. The motion passed unanimously.*

## **VIII. EXECUTIVE DIRECTOR'S REPORT**

Ms. Hill, the Executive Director, provided an update on 2025 economic development performance, budget planning, strategic coordination efforts, governance alignment, and upcoming board initiatives.

### **2025 Economic Development Performance**

The Authority reported strong outcomes for 2025, including:

- 4 new companies and 8 company expansions;
- Approximately 920 new jobs created; 271 jobs retained;
- Approximately \$988 million in capital investment (approaching \$1 billion)

While three companies were lost, including Kuehne + Nagel, overall performance remains positive. New company locations in Henry County include: Brava, PGC, BroadRange, and Nexus Circular, along with multiple expansions among existing industries.

### **Budget and Staffing Strategy**

The Chair and Executive Director met with the County Chair, County Manager to discuss the Authority's FY 26 -27 budget request. Feedback is expected in March in advance of the upcoming fiscal year.

Budget priorities include increasing staff capacity to support growing project activity, funding board-related strategic initiatives, and strengthening financial management processes.

An interview is scheduled for a dedicated finance/accounting professional within the county structure to enhance reporting accuracy and operational oversight. Creative funding approaches and board support may be necessary to implement this enhancement.

### **Strategic Coordination Initiative – “One Henry”**

A February 27 meeting will convene key community partners—including Chamber leadership, planning & zoning, education partners, utilities, representatives from the cities, and other authorities—to improve coordination and reduce siloed efforts.

This initiative aims to align around shared economic development priorities, infrastructure planning, and workforce needs, reviving a “One Henry” framework at the staff and executive level. Strategic alignment is targeted for 2026, with measurable implementation impact anticipated by early 2027 that co-align with the County’s strategic mission.

### **Board Retreat – April 8–10**

The Authority’s Board Retreat will be held April 8–10 in Savannah. Planned components include presentations from Bryan Economic Development Authority, Savannah Economic Development Authority leadership, Chamber of Commerce, Port of Savannah, a port tour, tour of the Hyundai Motorgroup Mega Plant and a strategic planning session focused on the Authority’s future direction and priorities. The retreat is intended to align the board with its emerging strategic vision.

### **Governance and Fiscal-Year Alignment**

The Executive Director recommended aligning board reporting with the county’s fiscal year (July–June) rather than the current calendar-year structure. To facilitate the transition, reporting will be extended through June. Interim reports may reflect more than 12 months of activity during this transition period. The goal is long-term fiscal-year alignment with county reporting practices.

### **Commissioner Engagements**

The Chair and the Executive Director have begun one-on-one briefings with county commissioners using a stewardship scorecard outlining results and budget priorities, with plans to meet all commissioners prior to the county’s budget vote.

## **Mayor Engagements**

A meeting with all city mayors is also being planned for April to strengthen communication, align strategy, and coordinate around economic projects. The schedules for the new Mayors have been extremely busy.

## **External Visibility and Board Participation**

The Executive Director emphasized the importance of board participation at key community and regional events and requested timely responses to event invitations to ensure adequate representation.

Upcoming events include:

- February 6th - Chamber of Commerce's Annual Gala
- February 17 – Henry County Day at the Capitol
- April 2 – State of the County

## **Financial Reporting Improvements**

The Executive Director reported ongoing improvements to financial reporting, including correction of a misposted sponsorship expense.

QuickBooks was fully implemented last year, limiting historical comparisons and trends. The Authority continues to work with Fulton and Kozak to refine reporting processes, with financial oversight remaining a priority.

## **Regional Representation**

Vice Chair Ausband will represent the Authority at the South Metro Economic Development Conference, presenting the Authority's stewardship scorecard and 2025 results to regional stakeholders as Ms. Hill will be out of town

## **IX. STAFF REPORTS**

### **Business Development: Susan Wise**

Ms. Wise provided an update on active projects and available assets.

## **Business Retention & Expansion (BRE): Angela Hall**

Ms. Hall reported on the Business Retention & Expansion 7 visits and outcomes for the month of January.

### **Current BRE Situations**

Existing industries reporting expansions include the following: Ryder, Renewal Logistics, Lennox, and Georgia-Pacific. Georgia-Pacific is investing in new equipment, and the Authority is aligning workforce training resources to support operational needs.

Ms. Hall was informed of the current situations regarding **Kuehne + Nagel**, as a WARN notice was received. Human Resources is working to determine which employees will transition and possibly be displaced. The Authority is poised to assist with workforce support services and re-employment assistance for affected workers amongst other existing employers.

### **Workforce & BRE Support Structure:**

Ms. Hall outlined efforts to build a coordinated workforce ecosystem to support retention and expansion. Partners include local schools and colleges, Shaquille Boys & Girls Club, Atlanta Regional Commission, and Goodwill Career Center, among others.

Two key meetings are planned:

- A Work Ready Roundtable this month (Feb 20, 2026) to align workforce providers and services.
- An Industry Roundtable (March 19, 2026) to present available support to employers and gather feedback on retention and expansion needs.

## **Marketing: Abigail Watkins**

Ms. Watkins gave an update on the new economic development software program as well as the rebranded website.

### **1. CivicServe & Data/Reporting**

- Kick off meeting held to discuss the implementation of CivicServe; Weekly follow-up meetings will occur until software is fully functional.
- Purpose: to eliminate the use of multiple systems by storing all data for the Authority in one system and improve the Authority's reporting and performance metrics.

### **2. New Website Launch & Positioning**

- Announced and demonstrated the rebrand of the Henry County Development Authority's website (same domain as before).
- Core message/branding: "***Future Moves Through Henry.***"

- Key home page elements highlighted:
  - Strategic information front and center:
    - Transportation assets
    - Workforce and Workforce Development
  - Business attraction focus:
    - “Positioning your business in Henry County”
    - Direct access to:
      - Available sites
      - Incentives
      - Tax benefits
      - Workforce information
  - Geographic context:
    - Maps showing where Henry County sits:
      - In Georgia
      - In the U.S.
  - Who we are:
    - Explains the Development Authority’s role.
    - Showcases board members and organizational team information under the About section.
  - Real company stories:
    - Converted earlier “Made in Henry” videos into articles featuring people and companies that “call us home.”
    - Plan to add more stories as new companies and projects come online.
  - Dynamic content:
    - Updated news/developments
    - Press releases
    - Events and community highlights
    - Tax information and key economic development facts.
- Design & usability notes:
  - The site is centralized so prospects can move easily from “interested in Henry” to speaking with the Manager of Business Development and closing a project.

Ms. Andrews mentioned she viewed the site and that it looks good and works well on her mobile phone.

In short, Ms. Watkins focused on the launch of a modern, business-focused website that tells HCDA’s story, showcases leadership and success stories, and funnels prospects efficiently into the project pipeline.

## **X. COMMISSION DISTRICT REPORTS**

**District 1** No report

**District 2** - Chair Clements provided the following highlights:

Mr. Clements held his regular one-on-one meeting with his District Commissioner Robinson and discussed a variety of topics

**District 3** No report

**District 4** Mr. Patterson provided the following highlights:

He held his regular monthly meeting with Commissioner Price. This month Chair Clements and Ms. Hill attended the meeting and provided an update on the Authority and its budget needs during that meeting.

Commissioner Price thanked Ms. Hill and Chair Clements for attending. Mr. Patterson stated Commissioner Price was very impressed with the presentation.

**District 5:** Ms. Andrews provided the following highlights:

Advised of Commissioner Lewis' upcoming community meeting in Blacksville on February 16 at 6:30 p.m. at the County Administration Building. The meeting will cover housing development, Richard Craig Park, and the Aquatic Center. Ms. Andrews also commented positively on the progress and appearance of the Aquatic Center construction.

**County At-Large** No report

## **XI. EXECUTIVE SESSION**

Mr. Crow made a Motion to enter Executive Session at 9:32 a.m. which was seconded by Ms. Andrews and unanimously approved.

Mr. Ausband made a Motion to exit Executive Session at 9:53 a.m. which was seconded by Mr. Crow and unanimously approved.

*The Chair executed an affidavit confirming that the only matters discussed in the Executive Session were appropriate for such a session and no action was taken by the Board during the session.*

## **XII. LEGAL MATTERS**

### **MOTION TO APPROVE REQUEST FOR A WAIVER OF A POTENTIAL CONFLICT OF INTEREST REGARDING MEDLINE INDUSTRIES FOR SEYFARTH SHAW, LLP**

Mr. Ausband made the following motion: Mr. Chairman, having first ascertained that there are no conflicts of interest, I Move that the HCDA formally approve the Request for a Waiver of Potential Conflict of Interest regarding Seyfarth Shaw, LLP (HCDA Bond Counsel), as drafted by Seyfarth Counsel and reviewed by our General Counsel, along with all of the supporting documents in connection therewith, all of which have been provided to us electronically in advance of today's meeting, and as we have discussed in this meeting.

In light of the foregoing, I further Move that the Officers of the Authority be granted the right and responsibility to execute such documents as are necessary or convenient in connection with this transaction, along with the discretion to make such minor amendments and corrections to any of the documents as might be suggested by Counsel in conjunction with the subject transaction.

*The Motion was seconded by Ms. Andrews. The Motion passed unanimously.*

### **XIII. OLD BUSINESS**

There was no old business to address

### **XIV. NEW BUSINESS**

There was no new business to discuss

### **XV. ADJOURNMENT**

*Mr. Ausband moved to adjourn. Mr. Crow seconded. The motion passed unanimously. The meeting adjourned at 10:04 a.m. The next meeting is scheduled for Wednesday, March 4th, 2026.*

