

HENRY COUNTY DEVELOPMENT AUTHORITY

MEETING MINUTES

JANUARY 9, 2020

I. CALL TO ORDER

A meeting of the Henry County Development Authority (HCDA) was held on January 9, 2020 in the HCDA offices located at 125 Westridge Industrial Blvd., McDonough, Georgia. Board members present were Pierre Clements, David Linton, Reggie Sylvain, David Crow and Board appointee, Eddie Ausband. Also in attendance were Rod Meadows, Legal Counsel, Josh Fenn, Executive Director, Leah Brown, Director of Established Industry and Marketing, Jamal Lewis, Project Manager and Terry Collins, Recording Secretary. Guests in attendance were Henry County Probate Judge Kelley Powell and Don Veum. At 9:01 a.m., Chairman Clements called the meeting to order.

II. CALL ROLL/QUORUM/NOTICE OF MEETING

Chairman Clements asked for a roll call, which indicated the presence of a quorum, and verified that meeting notices were properly executed.

III. APPROVAL OF AGENDA

Chairman Clements asked if there were any changes or addition to the agenda as presented. Mr. Fenn indicated that there would be one item for Executive Session for the purpose of Real Estate. Mr. Linton made a motion to approve the agenda. Mr. Sylvain seconded and the motion passed unanimously.

IV. SWEARING IN OF NEW BOARD MEMBER

Henry County Probate Judge Kelley Powell conducted the swearing in ceremony for District 3 Board member, Eddie Ausband. The group welcomed and congratulated Mr. Ausband, and the meeting paused for a photo. Judge Powell left the meeting. Chairman Clements also welcomed Mr. Lewis to the HCDA team and noted that it has been a long-time vision for the Authority to have a Project Manager on staff.

V. APPROVAL OF MINUTES

Chairman Clements asked if there were any questions or comments regarding the Minutes of December 6, 2019. Hearing none, Mr. Linton made a motion to approve the Minutes as presented. Mr. Crow seconded and the motion passed unanimously.

VI. STANDING REPORTS

INVOICES/FINANCIALS/CORPUS

Mr. Fenn reviewed that invoices and financial reports were sent out for advanced review. He noted the balances for the County and the Corpus budgets and was happy to entertain any questions. Hearing none, Mr. Crow made a motion to approve the Invoices, Financials and Corpus reports. Mr. Sylvain seconded and the motion passed unanimously.

STAFF REPORT

Mr. Fenn reported that he has received notice to begin the County budgeting process for FY 2021 and plans to keep Board members briefed on this matter and the timeline. Mr. Fenn also noted his pleasure at having Mr. Lewis on staff and that Mr. Lewis is currently being informed on the community and available product in Henry County. Mr. Fenn presented and reviewed a calendar of events for Board members' information. Several events discussed were: Henry County Chamber of Commerce Annual Banquet on February 1, 2020, South Metro Development Outlook on February 20, 2020, Stockbridge Economic Outlook Breakfast on February 26, 2020, and Henry County Day at the Capital on February 27, 2020. Board members plan to confirm availability and offer feedback to the calendar. Chairman Clements recommended Board members follow up as soon as possible to ensure good representation at all events. Mr. Fenn noted that the calendar will be adjusted and sent out as soon as possible and going forward, staff will try to send an updated calendar along with the Board meeting packet of information prior to each monthly meeting.

Mr. Fenn reported the 2019 results of 10 announced/closed projects with over \$102 million in capital investment and 935 jobs. These results do not include one additional project that has closed but waiting on the announcement by the Governor's office. Mr. Fenn noted that 2019 added a diverse blend of projects. Ms. Brown reported that the Authority exceeded its 2019 goal of 33 new prospects by reaching 41. All other goals were met or exceeded.

DISTRICT REPORTS

District 1 – Mr. Crow reported rezoning discussions for properties at Hampton-Locust Grove Road and Rocky Creek and at Wise Road.

District 2 – Mr. Linton reported District 2 Commissioner Clemmons is currently planning her next Town Hall meeting and that today beginning at 11:00 am, the Atlanta Motor Speedway will host a public hearing held by the Georgia House of Representatives' Special Committee on Economic Growth.

District 3 – Mr. Ausband will plan to provide a report at the next meeting.

District 4 – Mr. Sylvain reported that District 4 Commissioner Thomas held a well-attended Town Hall meeting in Kelletown and that he along with Mr. Crow and Mr. Fenn attended the Development Authority Training in Tifton.

District 5 – Chairman Clements reported that Henry County is planning a groundbreaking ceremony on the Panola Mountain Greenway Trail project.

VII. OLD BUSINESS

No Old Business was discussed.

VIII. NEW BUSINESS

Mr. Fenn indicated the New Business would be discussed in Executive Session following Legal Matters.

IX. LEGAL MATTERS

Mr. Meadows reported that Project Boss has closed and funds have been received. He reported that this was a huge project which had been in the works for 18 months resulting in Authority Corpus funds increasing by \$240,000 in 2019. Mr. Meadows noted that this will not happen every year and urged the Board to continue using Corpus funds conservatively.

Mr. Meadows reported on the Home Depot case, reviewing that the Amicus Brief had been filed in support of the Henry County Tax Assessors Office and that a schedule is not yet available for the Court to hear oral arguments.

X. EXECUTIVE SESSION

Mr. Sylvain made a motion to enter into Executive Session for the purpose of Real Estate discussions. Mr. Linton seconded and the motion passed unanimously.

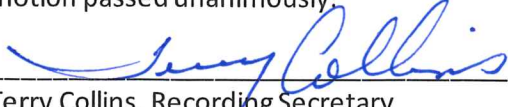
EXECUTIVE SESSION

RETURN TO OPEN SESSION

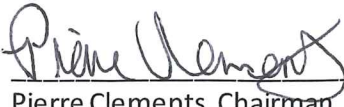
As discussed in Executive Session, Mr. Sylvain made a motion to authorize the HCDA Executive Director to execute documents necessary to move forward with a 2-year lease agreement at the current rate for the Authority offices to remain at the current location and to also move forward with office renovations at the cost discussed. Mr. Linton seconded the motion. Mr. Crow and Mr. Ausband both abstained. The motion passed with 3 yes votes.

XI. ADJOURN

At 9:45 a.m., Mr. Sylvain made a motion to adjourn and Mr. Crow seconded. Chairman Clements recommended taking a 5-minute break before returning for the 2020 Planning Session recap. The motion passed unanimously.



Terry Collins, Recording Secretary



Pierre Clements, Chairman



Henry COUNTY DEVELOPMENT AUTHORITY

December 2019 MARKETING REPORT

2019 RESULTS – ANNOUNCED/CLOSED PROJECTS

# of Projects	Capital Investment	# of Jobs	Total Payroll*
10	\$109,497,369	1,042	\$20,643,780

* Wage information not reported for all projects



Summit Racing (Tallmadge, Ohio) – Summit Racing will be expanding their existing warehouse to accommodate growth (Logistics). *



Luxottica (Milan, Italy) – Luxottica has leased an additional facility to further expand their Henry County footprint (Logistics). *



Dole Packaged Foods (Westlake Village, CA) – Dole will be creating a frozen food processing line. *



Encompass Health (Birmingham, AL) – Encompass Health Corp. plans to build a 50-bed inpatient rehabilitation hospital in Henry County, Georgia.



HEGLA Corp. (Beverungen, Germany) – HEGLA, an international German based corporation, chose Stockbridge as the site of its next manufacturing plant. *



Pepperidge Farm (Norwalk, CT) – Pepperidge Farm is a subsidiary of Campbell's. The company produces food products ranging from breads to cookies and crackers. (Logistics) *



Sangsin Technology America (Daegu, Korea) – Sangsin Technology America is a subsidiary of Sangsin Brake. Sangsin Technology America manufactures braking systems. (Headquarters / Advanced Manufacturing) *



AmChar Wholesale, Inc. (Rochester, NY) – AmChar Wholesale, Inc. is a provider of firearms and equipment for law enforcement personnel. (Logistics)



TSYS (Columbus, GA) – TSYS is a credit card processor, merchant acquirer and bank credit card issuer. The company provides payment processing, merchant, and related payment services to financial and non-financial institutions domestically and internationally. (Professional Services)



Project Verde (New York, NY) – Project Verde is a full circle e-commerce solution built with simple, connected tools that help brands grow and directly engage customers. (E-Commerce / Logistics)

PROSPECT DEVELOPMENT

2019 New Prospects	2019 Goal	% of Goal
41	33	124%

New Prospects

The Henry County Development Authority opened 7 new projects.

Target Industries



Hot Projects (Critical Decision <60 Days)

None

BUSINESS RETENTION AND EXPANSION

MTD Business Visits	2019 Business Visits	2019 Goal	% of Goal
15	100	100	100%

Company Visits

Viega	NDCP	BEHR Process Corporation
Millenium Lighting	Rinker	Tory Burch
Blalock	Southeast Door Technologies	Bellwether
Fed Ex Supply Chain	Atlanta Bearings	DCI
Vogue Tyre	TSYS	Sims Superior Seating

MARKETING MISSIONS, EVENTS, MEETINGS & TRAINING (TENTATIVE)

Completed - January 14, 2019 – MAC Economic Development Partners Lunch & Learn (Atlanta, GA)
Completed - January 16-17, 2019 – Automotive Communities Partnership Meeting (Detroit, MI)
Completed - January 26-29, 2019 – IEDC Leadership Summit (Ft. Lauderdale, FL)
Completed - February 1, 2019 – HCDA EAIC Dinner and Fam Tour
~~February 24 – 27, 2019 – RILA (Orlando, FL)~~
Postponed - March 6, 2019 – HCDA Red Carpet Tour
Completed - March 19 – 21, 2019 – SEDC Meet the Consultants & Chicago Marketing Mission (Chicago, IL)
Completed - March 25 – 27, 2019 – Site Selectors Guild Conference (Salt Lake City, UT)
April 2019 – MAC Economic Development Partner Lunch & Learn (Atlanta, GA)
~~April 1 – 5, 2019 – Hannover Messe Trade Fair w/ EAIC (Hannover Messe, Germany)~~
Completed - April 4, 2019 – Henry County Business Appreciation Luncheon
~~April 8 – 11, 2019 – SEMDA (Alpharetta, GA)~~
~~April 9 – 11, 2019 – MRO Americas (Atlanta, GA)~~
Completed - April 9 – 13, 2019 – IEDC Credit Analysis Course & DC Marketing Mission (Washington, DC)
~~April 29 – 30, 2019 – FinTech South (Atlanta, GA)~~
Completed - April 29 – May 1, 2019 – Electric Cities of Georgia Economic Development Summit (Jekyll Island, GA)
~~May 4 – 8, 2019 – IAMC Spring Forum (Santa Barbara, CA)~~
Completed - May 15 – 17, 2019 – GEDA Spring Conference (Callaway Gardens)
Completed - May 2019 – ARC LINK Trip & Pennsylvania Marketing Mission (Pittsburg, PA)
~~June 3 – 5, 2019 – Area Development Consultants Forum (Charlotte, NC)~~
Completed - June 10 – 12, 2019 – Select USA w/ EAIC (Washington, DC)
Completed - June 13, 2019 – ARC Regional Marketing Alliance Broker's Event (Atlanta, GA)
~~June 10 – 12, 2019 – NA 3PL and Supply Chain Summit (Atlanta, GA)~~
~~September 9 – 11, 2019 – Site Selectors Guild Fall Forum (Dallas, TX)~~
~~September 18 – 20, 2019 – GEDA Fall Conference (Savannah, GA)~~

September 23 – 25, 2019 – AdvaMed (Boston, MA)
~~September 26, 2019 – ARC Regional Marketing Alliance Consultant's Event (Atlanta, GA)~~
 October 1 – 2, 2019 – North American E-Tail Operations Summit (Atlanta, GA)
 October 8 – 9, 2019 – P20 Summit (Atlanta, GA)
 October 17 – 19, 2019 – SIOR Fall World Conference (Portland, OR)
 October 20 – 22, 2019 – CoreNet (Anaheim, CA)
 October 27 – 30, 2019 – Money 20/20 USA (Las Vegas, NV)
~~November 11 – 12, 2019 – EAIC Annual Meeting & Conference (TBD)~~
 December 4 – 5, 2019 – Economix (Charleston, SC)
 December 8 – 10, 2019 – Area Development Consultants Forum (Houston, TX)

ONLINE & DIGITAL MARKETING

Social Media (December 2019)

- **Facebook**
 - We have a total of 10,051 followers.
 - The following were the top performing Facebook posts for the month:
 - Rep. Holly visit (1.3K Reach)
 - Award Winning Henry County Board of Education (1.1K Reach)
 - Water Authority and BOE Partnership (1.84K Reach)
- **LinkedIn**
 - We gained 6 new connections this month and now we're up to 387 followers.
- **Twitter**
 - We are at 1,222 total followers. Our tweets earned 7.8K impressions during the month of October.
- **Blogs**
 - The blog posted this month was Choose Henry Year in Review: 2019

Blogs and E-mail Marketing

	2018	2019	December 2019
Blogs Posts	27	23	1
Blog Views	4,289	3,819	74
E-mails	2,070	2,678	179

Website

	Pageviews	Unique Pageviews	Avg. Time on Page	Sessions	Pages / Session	Users	Bounce Rate
2018	45,615	38,467	1:53	27,893	1.64	23,250	77.78%
2019	39,586	32,972	1:53	22,595	1.75	18,517	75.06%
December 2019	1,919	1,536	2:00	972	1.97	838	69.86%