

HENRY COUNTY DEVELOPMENT AUTHORITY

MEETING MINUTES

NOVEMBER 5, 2020

I. CALL TO ORDER

A meeting of the Henry County Development Authority (HCDA) was held on November 5, 2020 at 125 Westridge Industrial Blvd., McDonough, Georgia. Board members present were Pierre Clements, David Crow, Irvin Culpepper and Eddie Ausband. Board member David Linton was absent. Also in attendance were Rod Meadows, Legal Counsel and Sara Lithgow, Meadows, Macie & Sutton, P.C., Josh Fenn, Executive Director, Jamal Lewis, Project Manager Business Development and Terry Collins, Recording Secretary. Two guests in attendance, Brandon Stooksbury and Rose Burden. At 8:10 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 posted.

III. APPROVAL OF AGENDA

Chairman Clements asked if there were any changes or addition to the agenda as presented. Mr. Fenn requested an Executive Session for the purpose of real estate matters and to move the New Business item up on the agenda to number IV. Mr. Crow then made a motion to approve the agenda as amended and Mr. Ausband seconded. The motion passed unanimously.

IV. NEW BUSINESS

CHECK PRESENTATION BY CENTRAL GEORGIA EMC

Mr. Fenn welcomed and introduced Mr. Stooksbury who presented the Authority with two checks. The first check in the amount of \$26,500.00 from Unclaimed Capital Credits. The second check in the amount of \$20,000.00 had been earmarked for a project that did not happen. Mr. Stooksbury noted that in talking with Mr. Fenn, the funds would be put to good use for the Target Industry Study. The meeting paused for a photo.

At 8:15 a.m., Mr. Stooksbury left the meeting.

REBA RESOLUTION FOR PROJECT BOSS-HOME DEPOT

Mr. Fenn reported that the Board would be asked to approve a REBA Resolution for Project Boss – Home Depot, and he welcomed and introduced Rose Burden with EY. Ms. Burden reported that the Home

Depot project in Locust Grove is now ready to go live in December 2020. She noted that the project would start with 375 new jobs and ramp up to 477 new jobs. Ms. Burden also noted that this is a regional project, recently announced by the Governor and that EY will facilitate the REBA Grant application. At this time, Mr. Culpepper made a motion that the HCDA adopt the Georgia REBA Grant Inducement Resolution prepared by Ernst & Young, as consultants for Project Boss/Home Depot 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. Mr. Culpepper further motioned that the Officers of the Authority be granted the right and responsibility to execute such documents as are necessary or convenient in connection with the REBA Grant, 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. Mr. Crow seconded the motion and it passed unanimously.

At 8:25 a.m., Ms. Burden left the meeting.

V. APPROVAL OF MINUTES

Chairman Clements asked if there were any comments or corrections to the HCDA Minutes of October 1, 2020 and October 12, 2020. After review and with no corrections, Mr. Culpepper made a motion to approve the minutes as presented. Mr. Ausband seconded, and the motion passed unanimously.

VI. STANDING REPORTS

INVOICES/FINANCIALS/CORPUS

Mr. Fenn reviewed the Consolidated Budget Report ending October 30, 2020 and noted that the Authority has spent 27% of County FY 2021 budget. He also noted that the County will have mid-year budget adjustments, but staff has not been notified of any changes at this time. Mr. Fenn reported that Corpus funds are at 22% of budget and he plans to present adjustments next month mainly due to REBA Grant administration costs. Mr. Fenn reported that the website project is moving quickly and that he anticipates a Target Industry Study update soon. He noted that Georgia Power has expressed interest in contributing to the study. With no further discussion, Mr. Culpepper made a motion to approve the Invoices, Financials and Corpus reports. Mr. Crow seconded the motion and it passed unanimously.

STAFF REPORT

Mr. Fenn reported his work along with The Chason Group in searching to fill the vacant staff position. A second round of interviews is expected next week in hopes to wrap up prior to the holidays and have someone on board before the end of the year. Chairman Clements asked for an update on the candidates. Mr. Fenn recommended the update be provided in Executive Session. He also reported a delay in the Target Industry Study due to workload, however, the goal is to have a Request for Proposal (RFP) sent out by next week. Mr. Fenn and Board members discussed holding a Board planning session in December. After checking availability, it was decided to schedule the next Board meeting at the

regular date and time of December 3, 2020 from 8:00 a.m. to 9:00 a.m. followed by the annual planning session from 9:00 a.m. to 10:30 a.m. A calendar invitation will be provided.

Board members were provided with an October 2020 Marketing Report, a copy of which is attached to these minutes. Mr. Lewis reported on two established industry expansions, Incora and Ken's Foods. He also reported that there have been 46 new prospects in 2020 nine of which were in October. Staff is pleased with advanced manufacturing at 63% of target industries. Mr. Fenn commended Georgia Power for creating the animated video which demonstrates the elimination of daily truck trips with the new expansion of Ken's Foods, and he played the video for Board members to watch. Staff noted that the new HCDA website is expected to be complete by mid-December as the design is approved and currently working on content layout.

Mr. Fenn provided the highlights of Economic Growth 2019 and 2020, reflecting 2020 as the best year on record for jobs and investment. He also reported that Project Bionic is on track although not yet announced. Chairman Clements provided congratulatory comments to the Board and Staff for the record setting year.

DISTRICT REPORTS

District 1 – Mr. Crow reported that District 1 Commissioner Wilson is encouraged by activity and road improvements in District 1.

District 3 – Mr. Ausband reported progress being made on the one-way pairs through McDonough and that the new round-about is open.

District 4 – no report

District 5 – Chairman Clements noted his participation in Piedmont Henry's Real Men wear Pink Campaign as being an enjoyable experience working with the Piedmont Henry staff. He also reported positive feedback from District 5 Commissioner Holmes on the work of the HCDA.

VII. EXECUTIVE SESSION

Chairman Clements called for a motion to move to Executive Session for the purpose of Personnel and Real Estate. Mr. Ausband made a motion and Mr. Culpepper seconded. The motion passed unanimously.

EXECUTIVE SESSION

RETURN TO REGULAR SESSION

VIII. LEGAL MATTERS

Mr. Meadows reviewed 4 Bond Resolutions for Board approval. The first one being for Project Barbie (Ken's Foods). Mr. Ausband stated that having first ascertained that there are no conflicts of interest, he

made a motion for the HCDA to adopt the Bond Resolution, and additional related documents regarding Project Barbie (Ken's Foods) Bond, as drafted by 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. Mr. Ausband further moved 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. Mr. Culpepper seconded the motion and it passed unanimously.

Mr. Meadows reviewed the second Bond Resolution for Project Bandit (Love's Trucking). Mr. Culpepper stated that having first ascertained that there are no conflicts of interest, he made a motion for the HCDA to adopt the Bond Resolution, and additional related documents regarding Project Bandit Love's Trucking Bond, as drafted by 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. Mr. Culpepper further moved 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. Mr. Crow seconded the motion and it passed unanimously.

Mr. Meadows reviewed there are 2 separate bonds for Project Ray/Radial, each for Real Estate and Equipment. Mr. Ausband s stated that having first ascertained that there are no conflicts of interest, he made a motion for the HCDA to adopt the Bond Resolution, and additional related documents regarding Project Ray's Real Estate Bond (Scannell), as drafted by 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. Mr. Ausband further moved 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. Mr. Culpepper seconded the motion and it passed unanimously.

Mr. Ausband stated that having first ascertained that there are no conflicts of interest, he made a motion for the HCDA to adopt the Bond Resolution, and additional related documents regarding Project Ray / Radial, Inc.'s Equipment Bond, as drafted by 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. Mr. Ausband further moved 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

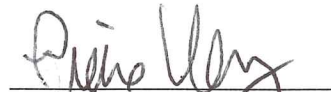
Counsel in conjunction with the subject transaction. Mr. Culpepper seconded the motion and it passed unanimously.

Mr. Meadows reviewed that after executing these documents today by the HCDA, he plans to meet this afternoon with Henry County District Attorney and Henry County Judge Amero to set these hearings for Monday November 23, 2020. Mr. Meadows presented a professional light to Mr. Fenn to be used for Zoom meetings.

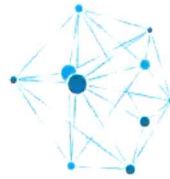
IX. ADJOURN

At 9:20 a.m., Mr. Culpepper made a motion to adjourn. Mr. Ausband seconded, and the motion passed unanimously.



Terry Collins, Recording Secretary

Pierre Clements, Chairman



October 2020 MARKETING REPORT

2020 RESULTS YTD– ANNOUNCED/CLOSED PROJECTS

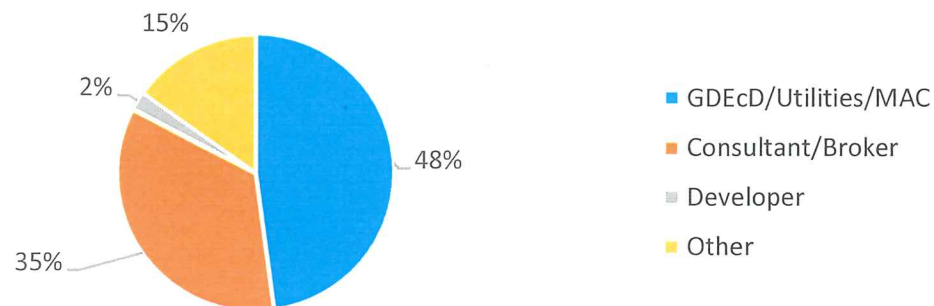
# of Projects	Capital Investment	# of Jobs
9	\$449.9 Million	2,640 New Jobs

- Horizon Group USA (Warren, NJ) - Horizon Group USA, America's leading provider of crafts and craft activity kits, has selected Henry for their new distribution facility.
- Love's Travel Stops & Country Stores (Oklahoma City, OK) - Love's Travel Stops & Country Stores, the nation's industry-leading travel stop network, will locate a retread plant and retail distribution center in Locust Grove, GA.
- Ferrero (Alba, Italy) - Ferrero USA, Inc., part of the global confectionery company Ferrero Group, today announced the opening of a new distribution center in Henry County, Georgia.
- Purple (Lehi, Utah) - Purple® Mattress, has selected Henry County for their third U.S. manufacturing facility.
- The Home Depot (Atlanta, GA) - The new Henry County supply chain facility will create 600 jobs, and The Home Depot will invest more than \$108 million.
- Zinus USA (South Korea) - Zinus USA has selected McDonough for their first North American advanced manufacturing facility, will invest \$108 million and create 804 jobs in Henry County
- Radial, Inc. (Prussia, PA) – Radial, Inc. to Invest \$40 Million in E-Commerce Fulfillment Center in Locust Grove/Henry County, Create 344 Jobs
- Incora (Valencia, CA) - Incora™ to Expand, Create 70 Jobs in Henry County
- Ken's Foods (Marlborough, MA) - Ken's Foods Invests \$103 Million to Expand McDonough, Henry County Operations

PROSPECT DEVELOPMENT

2020 New Prospects	2020 Goal	% of Goal
46	36	128%

2020 New Prospects Source



There were 9 new prospects this month.

Target Industries



Advanced Manufacturing
63.33%



Healthcare
4.44%



Logistics
25.56%



Professional Solutions
4.44%



Other
0%

Hot Projects (Critical Decision <60 Days)

BUSINESS RETENTION AND EXPANSION

October 2020 Business Visits / Check Ins	2020 YTD Business Visits (virtual and in person)	2020 Goal	% of Goal	Established Industry Survey
31	185	135	137%	29 Responses

Company Visits

Conduent	Scotts Miracle Gro / Sunland Logistics	Hale Aircraft
Home Depot RLC	Summit Racing Equipment	Vitalabs
Kuehne & Nagel/Pirelli	DSC Logistics	Toppan Interamerica, Inc.
Lennox Industries	Children Healthcare of Atlanta	Behr Process Corporation
XPO Logistics (Jacobson Warehouse Company)	Amchar	Ecolab
Ceramic & Metal Coatings Corp.	Federal Aviation Administration Air Route	DHL, Kimberly Clark
Inline Plastics Corporation	Traffic Control Center	Ken's Foods, Inc.
Atlas Roofing Corporation	Goodyear Tire & Rubber Company-Aviation	Phillips Van Heusen
Bellwether, Inc.	Luxottica Retail Group	DSC, Georgia Pacific
John Deere Regional Parts Distribution Center	Sangsin Technology America	
Pep Boys Distribution Center	U.S. Cold Storage	

MARKETING MISSIONS, EVENTS, MEETINGS & TRAINING (TENTATIVE)

<u>Month</u>	<u>Event</u>	<u>Location</u>
March	Site Selection Guild	Atlanta, GA
March	SEDC Meet the Consultants	Atlanta, GA
March	Area Development	Detroit, MI
March	Data Center World	San Antonio, TX
March	AMS Local Event	Henry County, GA
April	Aviation Week MRO	Dallas, TX
April	Industrial Pack	Atlanta, GA

April	ECG Economic Development Summit	Jekyll Island, GA
April	SIOR Transact	Indigo, CA
May	AVUSI	Boston, MA
May	GEDA Spring Conference	Jekyll Island, GA
May	SIOR GA Chapter Golf and Fishing Tournament	Atlanta, GA
May	Finovate	San Francisco, CA
June	Select USA	Washington, DC
June	NAIOP ICON	Jersey City, NJ
August	Center for Automotive Research	Traverse City, MI
August	ECG Bus Tour	Hampton, GA
August	SEDC Annual Conference	Nashville, TN
September	GEDA Annual Conference	Savannah, GA
September	CSCMP Annual Conference	Orlando, FL
September	Imagine Music Fest Local event	Henry County, GA
October	SIOR, GA Chapter Leadership Breakfast	Atlanta, GA
October	SIOR Create	Boston, MA
October	CoreNet	Washington, DC
October	SEUS Japan	Japan
October	Southern Interactive Entertainment	Atlanta, GA
October	HIBT Summit	San Francisco, CA
November	SEDC YP Meet the Consultants - Virtual	TBD
November	TBIC Annual Meeting - Virtual	TBD
December	Economix	Phoenix, AZ
December	Area Development Consultants Forum	TBD
Monthly	Georgia Economic Developers Association	Atlanta, GA
Monthly	NAIOP	Atlanta, GA
Quarterly	SIOR	Atlanta, GA
Quarterly	Metro Atlanta Chamber Economic Development Roundtables	Atlanta, GA
TBD	ARC Alliance Consultant Visit	TBD
TBD	Chicago Site Consultant mission	Chicago, IL
TBD	Greenville Site Consultant mission	Greenville, SC
TBD	Dallas Site Consultant mission	Dallas, TX

ONLINE & DIGITAL MARKETING

Social Media (October 2020)

- **Facebook**
 - We have 18 new followers and 16 new page likes.
 - The following were the most engaging Facebook posts for the month:
 - Incora™ to Expand, Create 70 Jobs in Henry County (1.7k Reach)
 - Georgia's first quarter fiscal year 2021 (403 Reach)
 - Real Men Wear Pink (365 Reach)
- **LinkedIn**
 - We gained 15 new connections this month and now we're up to 520 followers.
- **Twitter**
 - We gained 5 new followers and we are at 1,265 total followers. Our tweets earned 1,844 impressions during the month of October.

E-mail Marketing

	2019	2020 YTD	October 2020
E-mails	2,678	3,923	348

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%
2020 YTD	27,848	23,215	1:33	14,551	1.91	11,903	73.64%
October 2020	5,467	4,799	0:47	1,988	2.75	1627	75%