

HENRY COUNTY DEVELOPMENT AUTHORITY

MEETING MINUTES

JANUARY 7, 2021

I. CALL TO ORDER

A meeting of the Henry County Development Authority (HCDA) was held on January 7, 2021 at 125 Westridge Industrial Blvd., McDonough, Georgia in the Heritage Bank John B. Lee Conference Room to allow for better social distancing. Board members present were Pierre Clements, David Linton, Irvin Culpepper and Eddie Ausband. Board member David Crow participated virtually. Also in attendance were Rod Meadows, Legal Counsel and Wanda Dallas, Meadows, Macie & Sutton, P.C., Josh Fenn, Executive Director, Jamal Lewis, Project Manager Business Development, Trisha Colpetzer, Manager, Established Industry and Terry Collins, Recording Secretary. At 8:15 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. Hearing none, Mr. Culpepper then made a motion to approve the agenda and Mr. Linton seconded. The motion passed unanimously.

IV. APPROVAL OF MINUTES

Chairman Clements asked if everyone had reviewed the Minutes of December 5, 2020 and the Meeting Summary of the HCDA 2021 Planning Session held December 5, 2020 and if there were any questions or comments. Hearing none, Mr. Linton made a motion to approve the Minutes and Meeting Summary. Mr. Culpepper seconded the motion and it passed unanimously.

V. STANDING REPORTS

INVOICES/FINANCIALS/CORPUS

Mr. Fenn referred to the HCDA Consolidated Budget Statement dated December 31, 2020 and summarized that the Authority is currently at 39.7% of County budget and 27.2% of Corpus budget. Mr. Fenn reported that County is currently reviewing mid-year budget adjustments. After a brief discussion with no additional questions, Mr. Culpepper made a motion to approve the Invoices, Financials and Corpus reports. Mr. Ausband seconded the motion and it passed unanimously.

STAFF REPORT

Board members were provided with a December 2020 Marketing Report, a copy of which is attached to these minutes. Mr. Fenn thanked Board members for contacting their respective Commissioners, and he provided an overview of his discussion at the Henry County Board of Commissioners (HCBOC) meeting held on January 6, 2021. Mr. Fenn noted that he had been asked to be available at this meeting should there be any questions raised by the Commissioners. Mr. Linton commended Mr. Fenn for a good job representing the HCDA at the HCBOC meeting. Mr. Fenn also noted his conversation with Henry County Manager regarding a joint meeting with HCDA and HCBOC to hopefully be conducted within the next 2-3 weeks. He reported that he will present the HCDA 2020 Year-End Review at the next scheduled HCBOC meeting in 2 weeks. Mr. Fenn noted that his recent HCDA overview and year-end review presentation to the City of Stockbridge went well, and he plans to make presentations to the other Cities as well.

Mr. Meadows reported that the re-appointment of the Henry County Board of Assessors (HCBOA) Chairman was tabled at the HCBOC meeting, and he noted that consent of the HCBOA is critical to HCDA bond transactions. Mr. Meadows noted the value of the good working relationship between Mr. Fenn and the Henry County Chief Assessor.

MARKETING REPORT

Mr. Lewis reported a very strong year with 10 new projects in the 2020 year to date results including \$451 million in capital investment and 2,640 new jobs. Mr. Lewis also reported that Advanced Manufacturing is up and is now at 61.54% of the target industries.

Mr. Lewis noted that on social media, the recent announcement of Dole Packaged Foods and their recruitment event reached 17.4 thousand people and had 200 shares.

Mr. Lewis also reported that the new HCDA website has resulted from feedback from consultants and that it is a work in progress. Some new topography is forthcoming.

DISTRICT REPORTS

District 1, 2, 3 and 5 – no report

District 4 – Mr. Culpepper reported that he and Mr. Fenn did follow-up with District 4 Commissioner Thomas' request to meet with Piedmont Henry CEO regarding interest in available property at 1000 Eagles' Landing Parkway for possible use by Piedmont Henry Hospital.

VI. OLD BUSINESS

Chairman Clements reported that positive conversations have been held with County leadership regarding the resolution for HCDA Board compensation. He has asked Mr. Fenn to submit the resolution to the HCBOC at the first regular meeting in February 2021. If the resolution is passed, it is expected to go into effect immediately.

VII. NEW BUSINESS

Mr. Meadows reviewed procedures for accepting nominations for HCDA officers.

Mr. Culpepper made a motion nominating Pierre Clements as Chairman. Mr. Ausband seconded the motion. Mr. Ausband then moved to close nominations for Chairman. Mr. Culpepper seconded the motion. Mr. Clements left the room. Mr. Linton asked for a vote for Mr. Clements as HCDA Chairman and the motion passed unanimously. Mr. Clements was invited back to the meeting.

Chairman Clements accepted nominations for Vice-Chair. Mr. Culpepper made a motion to nominate David Linton as Vice-Chair. Mr. Ausband seconded the motion. Mr. Culpepper moved to close the nominations. Mr. Linton left the room. Chairman Clements asked for a vote for Mr. Linton as Vice-Chair and the motion passed unanimously. Mr. Linton was invited back to the meeting.

Chairman Clements accepted nominations for Secretary. Mr. Ausband made a motion to nominate David Crow as Secretary. Mr. Culpepper seconded the motion. Mr. Ausband moved to close nominations. Mr. Crow's speaker was muted. Chairman Clements asked for a vote for Mr. Crow as Secretary and the motion passed unanimously. Mr. Crow's sound was returned.

Mr. Meadows reviewed the position of Treasurer. Mr. Ausband disclosed that he is unable to serve in this position. Mr. Linton made a motion to nominate Irvin Culpepper as Treasurer. Mr. Ausband seconded. Mr. Culpepper left the room. Chairman Clements asked for a vote for Mr. Culpepper as Treasurer and the motion passed unanimously.

Mr. Meadows reviewed that typically each year, the Board votes to re-appoint Legal Counsel. Mr. Meadows left the room. Chairman Clements moved that the Board continue with Meadows, Macie and Sutton, P.C. as legal counsel for the Authority. Board members agreed unanimously. Mr. Meadows was invited back to the meeting.

VIII. EXECUTIVE SESSION

No Executive Session was necessary.

IX. LEGAL MATTERS

Mr. Meadows reviewed that on December 10th, he notified the Board regarding the Notice and Request for Approval by the HCDA of a transfer Scannell's subsidiary's interest in the real estate in Project Boss (Home Depot). No one objected to the execution of the applicable documents, and they were subsequently signed by the officers of the Authority. As per previous discussion, this matter should be ratified at today's meeting. Mr. Culpepper made a motion to ratify the action approving the equity transfer as stated by Counsel. Mr. Linton seconded the motion and it passed unanimously.

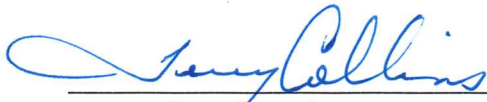
Mr. Meadows reported that Project Ray (Radial/Scannell) closed in December and ownership was flipped at the same time. Closing of this project resulted in a significant bond fee paid to the Authority as did the December closing of Project Bandit (Love's).

Mr. Meadows noted that the Purple project closing has been deferred into 2021.

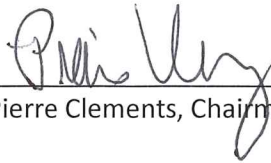
Chairman Clements discussed COVID-19 protocol and suggested the Board reconsider virtual meeting options and to re-visit safety protocol. Mr. Meadows reviewed that in the Georgia Governor's order, it is implied that that holding virtual meetings is allowed as long as the public is provided an outlet to attend. Mr. Fenn reviewed that the Authority did have an emergency order to not hold in-person meetings if there is nothing requiring a formal vote. He noted that if it is the Board's pleasure, staff can work with Counsel to renew that order. It was discussed to put in effect for 90 or 120 days or until the Governor's order is cancelled. Mr. Meadows suggested the order be put in effect for 120 days. Chairman Clements asked for a motion to reinstate the Authority's previous emergency directive for 120 days or until the Governor's order is cancelled. Mr. Culpepper made a motion to approve. Mr. Ausband seconded the motion. The motion passed with 4 yes votes and Mr. Linton abstained.

X. ADJOURN

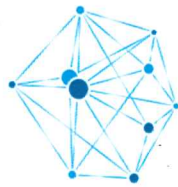
At 9:05 a.m. Mr. Ausband made a motion to adjourn and Mr. Linton seconded. The motion passed unanimously.



Terry Collins, Recording Secretary



Pierre Clements, Chairman



December 2020 MARKETING REPORT

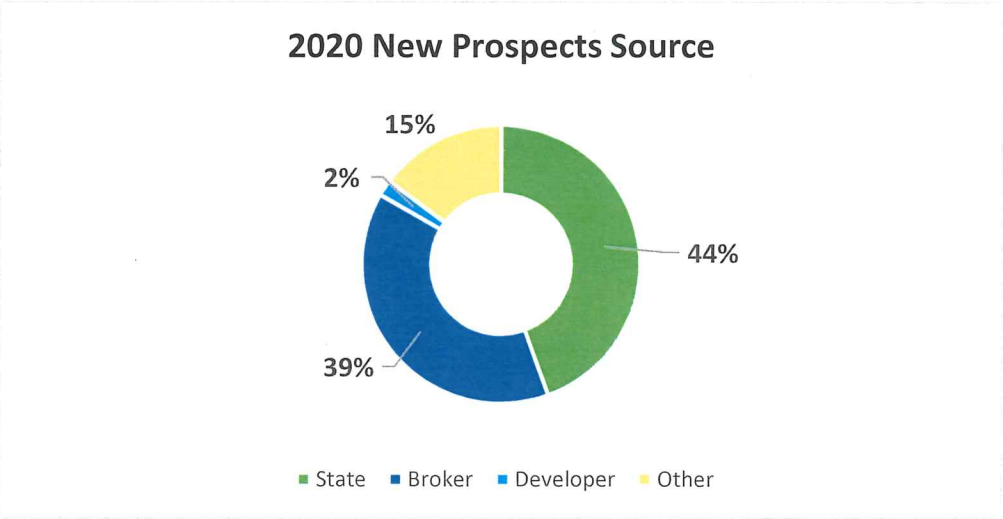
2020 RESULTS YTD– ANNOUNCED/CLOSED PROJECTS

# of Projects	Capital Investment	# of Jobs
10	\$451 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
- Viega, LLC – Expands into larger space. Investments \$1.1 Million +. Jobs TBD

PROSPECT DEVELOPMENT

December 2020 Prospects	2020 New Prospects	2020 Goal	% of Goal
4	53	36	147%



TARGET INDUSTRIES



BUSINESS RETENTION AND EXPANSION

December 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>
Monthly	Georgia Economic Developers Association	Atlanta, GA
Monthly	NAIOP	Atlanta, GA
Quarterly	SIOR	Atlanta, GA
Quarterly	Metro Atlanta Chamber Economic Development Roundtables	Atlanta, GA

DIGITAL MARKETING

Social Media (December 2020)

- **Facebook**
 - We have 56 new followers and 54 new page likes.
 - The following were the most engaging Facebook posts for the month:
 - Dole Packaged Foods Recruitment Event (17.4k Reach)
 - Trisha Colpetzer Joins HCDA as Manager, Established Industry (473 Reach)
 - Linage Logistics Employment Opportunities (428)
- **LinkedIn**
 - We gained 10 new connections this month and now we're up to 537 followers.
- **Twitter**
 - Our tweets earned 756 impressions during the month of December.

E-mail Marketing

	2019	2020 YTD	December 2020
E-mails	2,678	4,159	236

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	32,048	26,694	1:34	16,883	1.90	13,870	73.67%
December 2020	2,299	1,872	1:32	1,246	1.85	1,086	75.76%