

## **HENRY COUNTY DEVELOPMENT AUTHORITY**

### **MEETING MINUTES**

**APRIL 1, 2021**

#### **I. CALL TO ORDER**

A meeting of the Henry County Development Authority (HCDA) was held on April 1, 2021 at 125 Westridge Industrial Blvd., McDonough, Georgia. Board members present were Pierre Clements, David Linton, David Crow, and Irvin Culpepper. Board member Eddie Ausband participated by conference call. Also in attendance were Rod Meadows, Legal Counsel, and Sara Lithgow, Meadows, Macie & Sutton, P.C., Josh Fenn, Executive Director, Trisha Colpetzer, Manager, Established Industry and Terry Collins, Recording Secretary. At 8:06 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 and personnel matters. Mr. Fenn also made one correction to the agenda noting under Legal Matters the second entry under Local Legislation should read SB 286 rather than SB 248. Mr. Crow then made a motion to approve the agenda as noted and Mr. Linton seconded. The motion passed unanimously.

#### **IV. APPROVAL OF MINUTES**

Chairman Clements asked if everyone had reviewed the Minutes of March 4, 2021 and if there were any questions or comments. Hearing none, Mr. Culpepper made a motion to approve the Minutes and Mr. Crow seconded. The motion passed unanimously.

#### **V. STANDING REPORTS**

##### **INVOICES/FINANCIALS/CORPUS**

Mr. Fenn reviewed the HCDA Consolidated Budget Statement ending March 31, 2021 and noted the monthly and year-to-date balances for the HCDA County budget and that it is at 64% for FY 2021. He also noted the monthly and year-to-date balances for the HCDA Corpus budget and that it is at 33.9% for FY 2021. Mr. Fenn offered to answer any questions from the Board. Hearing none, Mr. Linton made a motion to approve the Invoices, Financials and Corpus reports as presented. Mr. Culpepper seconded, and the motion passed unanimously.

## STAFF REPORT

Board members were provided with a March 2021 Marketing Report, a copy of which is attached to these Minutes. Mr. Fenn provided an update from The Chason Group regarding the position of Director of Business Development. He reported that questionnaires have been provided to candidates and that he should have further updates next week. Mr. Fenn reviewed the Atlanta Business Chronicle Best In Real Estate Awards virtual program coming up on April 15, 2021 and thanked Board members for their interest in attending. Mr. Fenn noted that the April edition of Georgia Trend will be shared with Board members once it is available.

Mr. Fenn reviewed two new projects this month resulting in 115 jobs, and he noted the recent announcement of Feit Electric Distribution facility which brings \$25 million in investment and 120 jobs to Henry County.

Ms. Colpetzer provided an update on the collection of NOIs regarding the Less Developed Census Tracts (LDCT). On digital marketing, she reported that the analytics for social media has a new feature which allows tracking of mobile users in addition to desktop users.

Mr. Fenn provided more information on LDCTs and job tax credits. Board members and staff briefly discussed sources of new prospects. Mr. Fenn also mentioned that April 1 is the deadline for companies to submit their Annual Reports, and he noted that one company had commended HCDA staff for their assistance and good communication.

## DISTRICT REPORTS

District 1, 3 and 5: no report

District 2: Mr. Linton reported that plans are currently underway for a raffle to benefit Henry County Seniors and Meals on Wheels.

District 4: Mr. Culpepper reported that on yesterday, he and Mr. Fenn met with Commissioner Thomas regarding the property at 1000 Eagle's Landing Parkway. Commissioner Thomas has found a buyer for that property with plans to use it as a mental health facility for children. Staff is currently working with the City of Stockbridge regarding a Certificate of Need, and more details are forthcoming.

## VI. OLD BUSINESS

No old business was discussed.

## VII. NEW BUSINESS

No new business was discussed.

## **VIII. LEGAL MATTERS**

Mr. Meadows reviewed that today the Board will make a motion to adopt Bond Validation Documents for Project Mack (Jodeco Med One) Bond. He also reviewed that Mr. Ausband and Mr. Crow will be recusing themselves from the discussion and vote. Mr. Crow stepped out of the meeting. Mr. Culpepper stated that having first ascertained that there are no undisclosed conflicts of interest, he moved that the HCDA adopt the Bond Resolution and related documents for the Jodeco Med One Bond, as drafted by Bond 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. Linton seconded the motion. The motion passed with three yes votes and 2 abstaining. Mr. Meadows noted that the documents will be signed by the Chairman and Assistant Secretary. Mr. Crow returned to the meeting.

Mr. Meadows reported that SB 22 Ethics Provisions has now been signed into law. He reviewed that the law provides 1) additional appointments by Henry County Board of Commissioners (HCOBC) Chair and 2) additional clarity of powers of HCOBC Chair. He explained how the rules are basically the same except for the creation of an Ethics Board and additional Ethics Officer. If anyone has an ethics complaint, it will go through this office.

Mr. Meadows reported that SB 286 allows the HCOBC Chair to appoint a member to the HCDA. He explained that the Governor has 40 days to sign or not to sign a bill, and that at some point if signed, the HCDA would get a new additional Board member.

Mr. Meadows and Mr. Fenn discussed HCDA Policy – Proponent conflict noting that they are currently working on a policy regarding projects brought to the HCDA by officials in Henry County Government.

Mr. Meadows and Mr. Fenn discussed an addition to Letter of Intent (LOI) regarding commitment for joint project announcements. After discussion by Board and staff, Chairman Clements suggested for Board members to think about this matter and further discuss at a later meeting.

## **IX. EXECUTIVE SESSION**

Chairman Clements asked for a motion to move to Executive Session for the purpose of Real Estate and Personnel matters. Mr. Culpepper made a motion to move to Executive Session. Mr. Crow seconded and the motion passed unanimously. Staff members were excused.

EXECUTIVE SESSION

RETURN TO REGULAR SESSION



Mr. Linton stated that having first ascertained that there are no conflicts of interest, he moved that the HCDA adopt the Inducement Resolution for Project Sun (FEIT), as drafted by Counsel for the proponent 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.

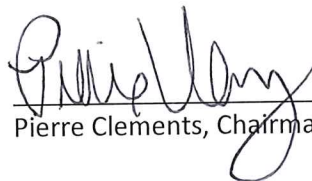
Mr. Linton further moved that the Officers of the Authority be granted the right and responsibility to execute such documents as are necessary or convenient in connection with this transaction, along with the discretion to make such minor amendments and corrections to any of the documents as might be suggested by Counsel in conjunction with the subject transactions. Mr. Culpepper seconded the motion and it passed unanimously.

Staff discussed the need for a motion for the HCDA to contract with Allen-Smith Consulting for Project Sun REBA Grant. Mr. Crow made a motion to approve and Mr. Linton seconded. The motion passed unanimously.

#### **X. ADJOURN**

At 8:55 a.m., Mr. Culpepper made a motion to adjourn. Mr. Crow seconded and the motion passed unanimously.

  
Terry Collins, Recording Secretary

  
Pierre Clements, Chairman

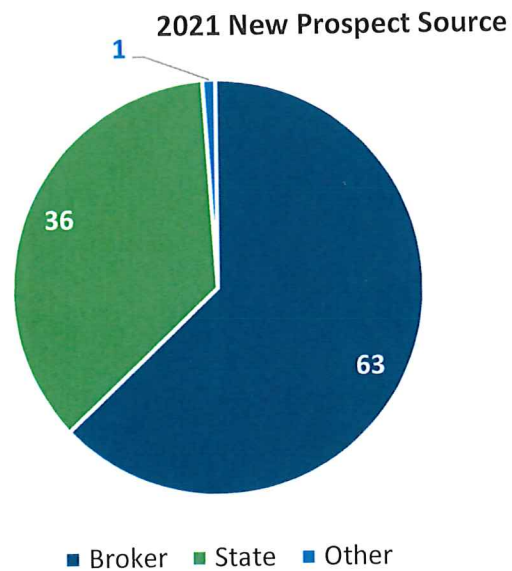
## HCDA MARCH 2021 MARKETING REPORT

### 2021 RESULTS YTD– ANNOUNCED/CLOSED PROJECTS

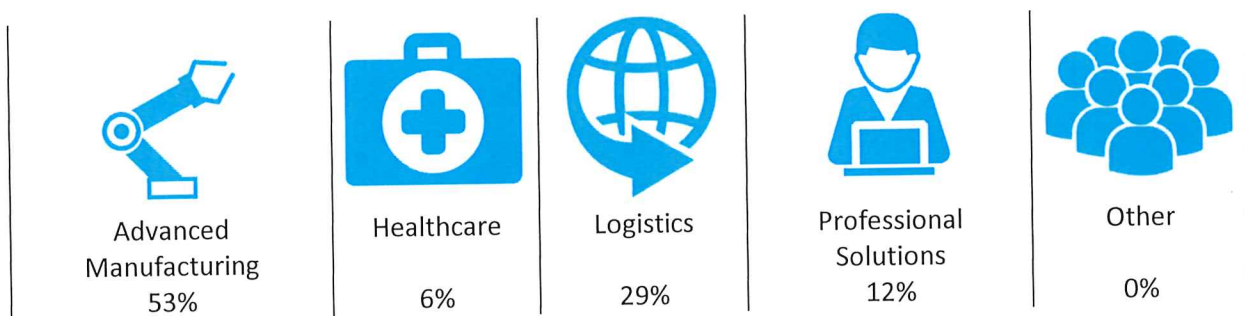
# of Projects	Capital Investment	# of Jobs
2	\$36,000,000	115

### PROSPECT DEVELOPMENT

March 2021 Prospects	2021 New Prospects	2021 Goal	% of Goal
9	17	45	38



### 2021 TARGET INDUSTRIES



*Hot Projects (Critical Decision <60 Days)*

## BUSINESS RETENSION AND EXPANSION

March 2021 Business Visits	2021 YTD Business Visits (virtual and in person)	2021 Goal	% of Goal
1	42	135	31

### Company Visits

Conduent	Hydrosystems	Summit Racing Equipment
De Wafelbakkers	Inline Plastics Corporation	U.S. Cold Storage
Encompass	Kenco	Viega
FFA	Nestle USA Inc.	Whirlpool
Georgia Crown	Sangsin	Zinus

## MARKETING MISSIONS, EVENTS, MEETINGS & TRAINING (TENTATIVE)

Month	Event	Location
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

### Facebook

- 9,987 Followers
- 9,937 Page Likes
- 3,150 Post Reach (148% increase over prior month)
- 191 Post Engagement (224% increase over prior month)

### LinkedIn

- 566 Followers
- 2.1K Impressions (188% increase over prior month)

### Twitter

- 1,278 Followers
- 304 Profile Visits (17.4% increase over prior month)
- 5,075 Impressions (434.8% increase over prior month)

### Website

- Google Analytics has implemented a new feature which will allow us to track mobile users in addition to desktop users. As result of addition of this feature, Google Analytics tracking has refreshed and we are waiting until we have a full month of data to provide further information.

### Mass Communication

Communication	Date Sent	Audience	Recurrence
Newsletter	3.16.2021	All EI	-
• Freeport Exemption Reminder - 4/5	-	-	Annual
• Assist - Hiring Events	-	-	-
• General - AMS, Fold of Honor QuikTrip 500	-	-	-
• General - AMS, Speedway Laps for Charity	-	-	-

• General - SCB Interview with Josh RE: Econ. Dev.	-	-	-
Loss of LDCT Notification, Notice to File NOI - 2/3	3.17.2021	LDCT 2021 - Impacted, Unfiled	Annual
Loss of LDCT Notification, Notice to File NOI - 3/3	3.29.2021	LDCT 2021 - Impacted, Unfiled	Annual
Newsletter	3.31.2021	All EI	-
• Freeport Exemption Reminder - 5/5	-	-	Annual
• Ed. Opp. - SCTC - Six Sigma Green Belt Training	-	-	-
• Ed. Opp. - GA Tech - Fed. Funding R&D Webinar	-	-	-
• Com. Engagement Opp. - CH Job Fair	-	-	-
• Com. Engagement Opp. - CH Wex Program	-	-	-
• General - Site Visits Scheduling	-	-	-