

HENRY COUNTY DEVELOPMENT AUTHORITY

MEETING MINUTES

July 8th, 2021

I. CALL TO ORDER

A meeting of the Henry County Development Authority (HCDA) was held on July 8th, 2021 at 125 Westridge Industrial Blvd., McDonough, Georgia in the John B Lee Conference Room. Board members present were Pierre Clements, David Linton, David Crow, Irvin Culpepper, Eddie Ausband and Charles Marshall. Also, in attendance were Rod Meadows, Legal Counsel, and Sara Lithgow, Meadows, Macie & Sutton, P.C., Josh Fenn, Executive Director, Trisha Colpetzer, Manager of Established Industry and Marketing, Cameron Barnhill, Project Manager and Sanetra Miller, Recording Secretary. Four guests in attendance, Brad and Megan from Pregis, Lincoln Parks from the Chamber of Commerce and Delvin Cleveland. At 8:05 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. Mr. Linton made a motion to approve the agenda as stated and Mr. Ausband seconded. The motion passed unanimously.

IV. APPROVAL OF MINUTES

Chairman Clements asked if everyone had reviewed the Minutes of June 3, 2021 and if there were any questions or comments. Hearing none, Mr. Culpepper made a motion to approve the Minutes and Mr. Ausband seconded. The motion passed unanimously.

V. STANDING REPORTS

INVOICES/FINANCIALS/CORPUS

Mr. Fenn reviewed the HCDA Consolidated Budget Statement ending June 30, 2021 and noted the monthly and year-to-date balances for the HCDA County budget and that it is at 83.0% for FY 2021. He also noted the monthly and year-to-date balances for the HCDA Corpus budget and that it is at 48.50% for FY 2021. Mr. Fenn offered to answer any questions from the Board. Hearing none, Mr. Culpepper made a motion to approve the Invoices, Financials and Corpus reports as presented. Mr. Crow seconded, and the motion passed unanimously.

STAFF REPORT

Mr. Fenn started the staff report by introducing Mr. Cameron Barnhill as the new Project Manager. Mr. Fenn noted that there will be some clean up with the financial report in August. There will be adjustments to the bylaws to add in the sixth board member. There will be a formal reading in September. City of Stockbridge sent invitations for the Amphitheatre. Will have further information later this month or early August. Board members were given The Southern States Story book from the CEO.

Board members were provided with a June 2021 Marketing Report, a copy of which is attached to these Minutes. Mr. Fenn reported 4 new projects with 246 jobs announced YTD and 10 new prospects in June 2021. He also reported that Advanced Manufacturing continues to lead the 2021 Target Industries at 56%.

Ms. Colpetzer will be coordinating with GDOT for the specific wage points. Establish Industries visits are ramping back up. Digital followers are increasing in followers even though they are deactivating some websites. Mr. Barnhill is working on the website to keep it current. Ms. Colpetzer has partnered with the Sheriff's office, Southern Crescent Technology College for the ARC funding for the welding program and GED classes. Ms. Colpetzer will also partner with the Georgia Department of Corrections.

DISTRICT REPORTS

District 1, 4 and 5: no report

District 2: Will have a mini recreational center. Spoke with the commissioner about getting lights all the way down Jonesboro road and widening it for traffic flow on 221 on the westside.

D3: Greg Cannon was elected

VI. OLD BUSINESS

No old business discussed

VII. NEW BUSINESS

No new business discussed

VIII. EXECUTIVE SESSION

Chairman Clements accepted a motion to move to Executive Session for the purpose of Real Estate discussions. Mr. Linton made a motion and Mr. Culpepper seconded. The motion passed unanimously.

EXECUTIVE SESSION

RETURN TO OPEN SESSION

IX. LEGAL MATTERS

1) Project Echo-Pregis-Personal Property: Mr. Ausband, having first ascertained that there are no conflicts of interest, he move that the HCDA adopt the Inducement Resolution, Letter of Intent, and Memorandum of Agreement for Project Echo-PREGIS-personal property, 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 advanced of today's meeting, and as we have discussed in this meeting.

Mr. Ausband 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. Mr. Linton seconded, and the motion passed unanimously.

2) Project Rain-Purple Innovation Personal Property: Mr. Ausband, having ascertained that there are no conflicts of interest, he move that the HCDA adopt the Inducement Resolution, Letter of Intent and Memorandum of Agreement for Project Rain-PURPLE INNOVATION-personal property, 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. Ausband 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. Mr. Crow seconded, and the motion passed unanimously.

3) Project Rain-PNK S2 and Purple Innovation Real Estate: Mr. Culpepper, having first ascertained that there are no conflicts of interest, he move that the HCDA adopt the Memorandum of Agreement for Project Rain-PNK S2 and Purple Innovation-real estate, as drafted by Bond Counsel and reviewed by our General Counsel, along with all of the supporting document in connection therewith, all of which have been provided to us electronically in advanced of today's meeting as we have discussed in this meeting.

Mr. Culpepper 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. Mr. Crow seconded, and the motion passed unanimously.

4) Project Sun (FEIT): Mr. Crow, having first ascertained that there are no conflicts of interest, he move that the HCDA adopt the Supplemental Resolution for Project Sun's (FEIT) REBA Grant, as drafted by Counsel for the proponent and reviewed by our General Counsel, along with all of the supporting documents in connection therewith.

Mr. Crow further move that the Officers and/or Executive Director 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. Ausband seconded, and the motion passed unanimously.

5) Project Echo-WPT Industrial Reit-Real Estate : Mr. Culpepper, having first ascertained that there are no conflicts of interest, he move that the HCDA adopt the Inducement Resolution, Letter of Intent, and Memorandum of Agreement for Project Echo-WPT Industrial REIT, 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 advanced of today's meeting, and as we have discussed in this meeting.

Mr. Culpepper 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. Mr. Crow seconded, and the motion passed unanimously.

X. ADJOURN

At 9:10 a.m., Mr. Culpepper made a motion to adjourn and Mr. Ausband seconded. The motion passed unanimously.


Sanetra Miller, Recording Secretary


Pierre Clements, Chairman

HCDA JULY 2021 MARKETING REPORT

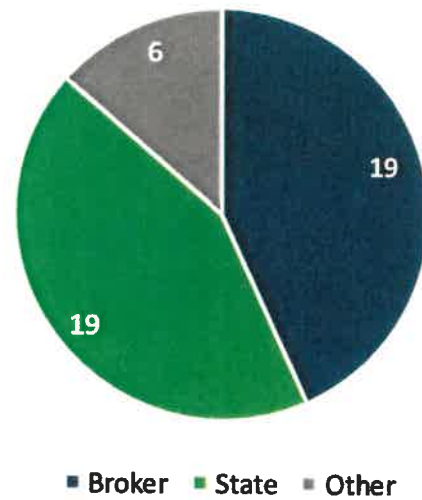
2021 RESULTS YTD— ANNOUNCED/CLOSED PROJECTS

# of Projects	Capital Investment	# of Jobs
7	\$147.57M	1,066

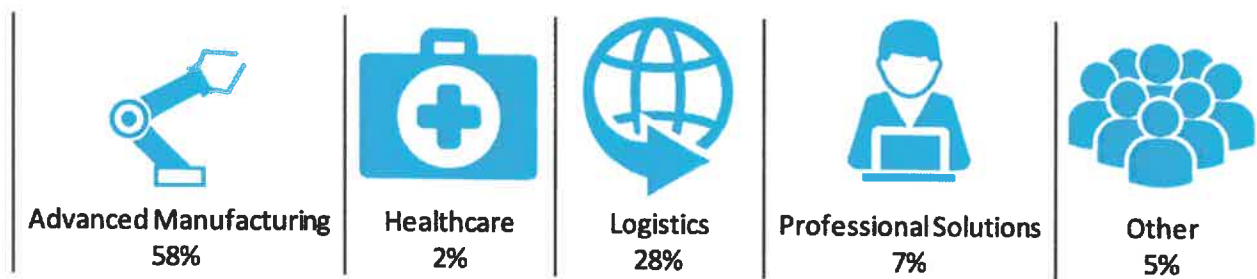
PROSPECT DEVELOPMENT

July 2021 Prospects	2021 Total New Prospects	2021 Goal	% of Goal
12	44	45	97.8%

2021 New Prospect Source



2021 TARGET INDUSTRIES



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

BUSINESS RETENSION AND EXPANSION

July 2021 Business Visits	2021 YTD Business Visits (virtual and in person)	2021 Goal	% of Goal
10	90	135	66.7

Company Visits

De Wafelbakkers	Piedmont Henry	Toppan
Ferrero	Purple	Zinus
Inline Plastic	S&S Activewear	
Luxottica	Simmons	

DIGITAL MARKETING

Facebook

- o 10,378 Followers
- o 9,928 Page Likes
- o 2,082 Post Reach
- o 403 Post Engagement

LinkedIn

- 666 Followers (64% increase in new followers over prior month)
- o 2.9K Impressions (26% increase over prior month)

Twitter

- 1,280 Followers
- o 158 Profile Visits
- o 7,017 Impressions (123.5% increase over prior month)

Website

- 1,283 Users
 - o 1,225 New Visitors (85.8%), 202 Returning Visitors (14.2%)
- Organic Search (49.7%), Social (14%), Direct (33.6%), Referral (2.7%)
- 3.31 Pages/Session
- 5.17% Bounce Rate

Mass Communication

Communication	Date Sent	Audience	Recurrence
Newsletter	7.6.2021	All EI	-
• Ed. Opp. – SCTC Industrial Systems Classes (Griffin)	-	-	-
• General – Connecting Henry Job Fair Opportunity	-	-	-
• General – Georgia Commute Options Overview	-	-	-
Newsletter	7.20.2021	All EI	-
• Ed. Opp. – SBDC Programs	-	-	-
• Ed. Opp. – SCTC – Intro. To Drones and CPU Classes	-	-	-
• Assist – Hiring Events	-	-	-
• General – Dept. of Labor Hiring Survey	-	-	-