

HENRY COUNTY DEVELOPMENT AUTHORITY

MEETING MINUTES

November 4th, 2021

I. CALL TO ORDER

A meeting of the Henry County Development Authority (HCDA) was held on November 4th, 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 Marketing and Established Industries; Cameron Barnhill, Project Manager; and Sanetra Miller, Recording Secretary. Guest in attendance were Steve Nail from the Henry County Chamber of Commerce and Shanika Clay from the Henry County Board of Education. 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 personnel matters to be added to the agenda. Mr. Linton made a motion to approve the agenda as amended and Mr. Culpepper seconded. The motion passed unanimously.

IV. APPROVAL OF MINUTES

Chairman Clements asked if everyone had reviewed the Minutes of October 14th, 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 October 31st, 2021 and noted the monthly and year-to-date balances for the HCDA County budget and that expenditures only total 22.3% for FY 2021 to date. He also noted the monthly and year-to-date balances for the HCDA Corpus budget and that expenditures only total 7.7% for FY 2021 thus far. 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

Mr. Fenn started the staff report by advising the board of the Chamber Intergovernmental Retreat to start next week at 9am until 4:30pm. Members from the board will be in attendance for this event. Mr. Fenn also advised the board that there will be a ribbon cutting on November 12th, 2021 for the Ecolab expansion at Southern Gateway at Lambert Farms. Mr. Fenn advised that project activity was slower this month due to low availability for building sites. Mr. Fenn noted that the manufacturing side is still dominating. He closed by advising that there are some announcements to come out this month.

Board members were provided with an October 2021 Marketing Report, a copy of which is attached to these Minutes. Mr. Fenn reported 10 new projects with 1,992 jobs announced YTD and 3 new prospects in October 2021. He also reported that Advanced Manufacturing continues to lead the 2021 Target Industries at 63%.

Ms. Colpetzer discussed the collaboration and success with the Blue Collar Webinar. She advised that there were multiple Established Industries that participated. Ms. Colpetzer went on to further discuss that social media is still going steady. She noted that October was a good month. Additionally, there is still planning for future development pertaining to the website.

DISTRICT REPORTS

D1: No Report

D2: No Report

D3: No Report

D4: No Report

D5: No Report

District at Large: Continue to work on a retail strategy with the assistance of the county manager

VI. OLD BUSINESS

No Old Business

VII. NEW BUSINESS

No New Business

VIII. EXECUTIVE SESSION

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

EXECUTIVE SESSION

RETURN TO OPEN SESSION

IX. LEGAL MATTERS

1). Motion to adopt Bond Validation Closing Documents for Project Echo- WPT Industrial/Pregis Bonds by Mr. Ausband: Mr. Chairman, having first ascertained that there are no conflicts of interest, move that the HCDA adopt the Closing Documents for the WPT INDUSTRIAL/ PREGIS 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. 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 documents as might be suggested by Counsel in conjunction with the subject transaction. Mr. Culpepper seconded, and the motion passed unanimously.

2). Motion to adopt Indirect Transfer, and Related Documents Project Fairview Terrace by Mr. Linton: Mr. Chairman having first ascertained that there are no conflicts of interest move that the HCDA adopt the Request for Indirect Transfer of Fairview Terrace Within Fairview Terrace GP, LLC for Project FAIRVIEW TERRACE, 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 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 documents as might be suggested by Counsel in conjunction with the subject transaction. Mr. Crow seconded, and the motion passed unanimously.

3). Motion to adopt Termination of Equipment Bond and the Related Transfer of Title Documents to the Company for Satisfied Bond of Project Gemini by Mr. Crow: Mr. Chairman having first ascertained that there are no conflicts of interest, move that HCDA adopt the Termination of Bond and Transfer of Title and other Related Documents for the Project Gemini- Home Depot Equipment Bond, as drafted by Bond Counsel and reviewed by our General Counsel, along with all 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. Crow 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 documents as might be suggested by Counsel in conjunction with the subject transaction. Mr. Culpepper seconded, and the motion passed unanimously.

4). Motion to adopt Ken's Food Easement to Georgia Power and the Related Documents by Mr. Marshall : Mr. Chairman, having first ascertained that there are no conflicts of interest, move that the HCDA adopt the Ken's Food Easement to Georgia Power and other Related Documents for the project, 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. Marshall 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 documents as might be suggested by Counsel in conjunction with the subject transaction. Mr. Linton seconded, and the motion passed unanimously.

X. ADJOURN

At 9:07 a.m., Mr. Culpepper made a motion to adjourn and Mr. Ausband seconded. The motion passed unanimously.


Sanetra Miller, Recording Secretary

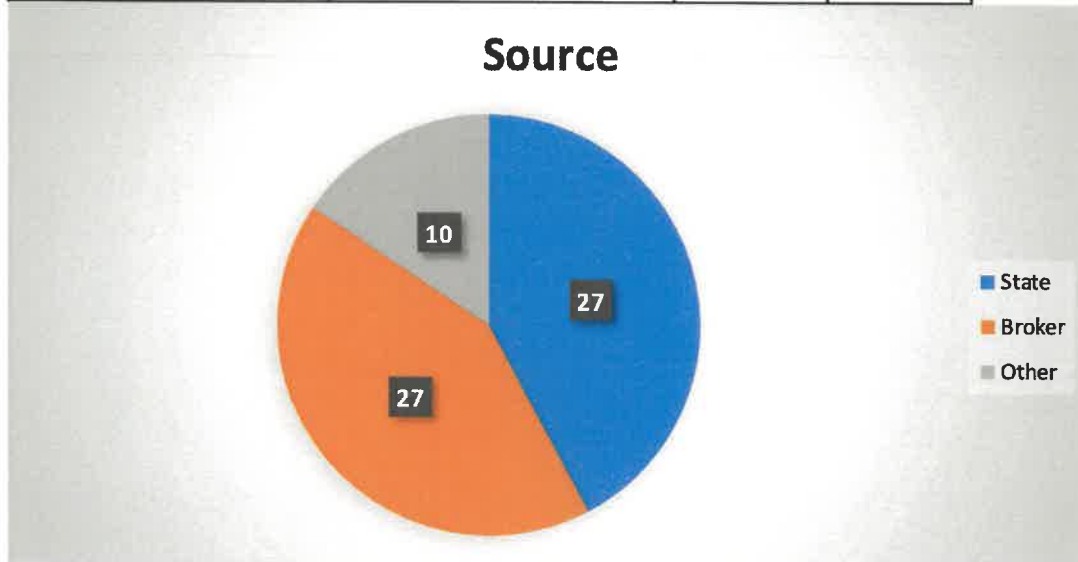

Pierre Clements, Chairman

2021 RESULTS YTD– ANNOUNCED/CLOSED PROJECTS

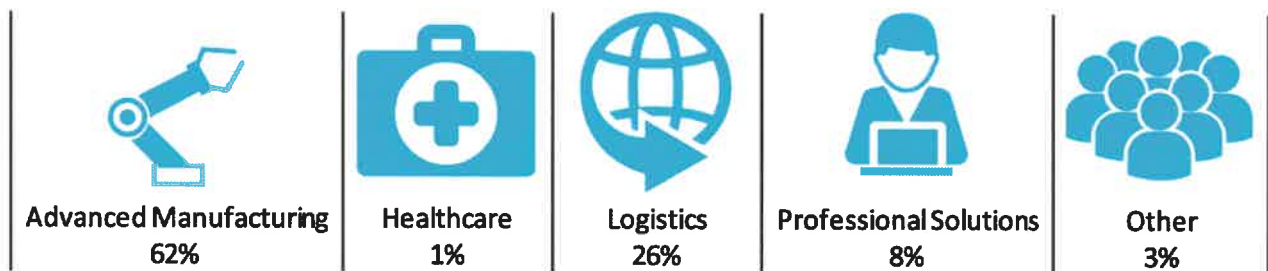
# of Projects	Capital Investment	# of Jobs
12	\$180.57M	2,082

PROSPECT DEVELOPMENT

October 2021 Prospects	2021 Total New Prospects	2021 Goal	% of Goal
4	64	45	142%



2021 TARGET INDUSTRIES



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

BUSINESS RETENSION AND EXPANSION

November 2021 Business Visits	2021 YTD Business Visits	2021 Goal	% of Goal
14	154	135	114.07

Company Visits

Behr	Ferrero	Project Verte
CEVA Logistics	Georgia Power	S&S Activewear
Chic & Shabby	GFA	Southern States
Ecolab	Inmar Intelligence	XPO Logistics
Feit Electric	Piedmont Henry Hospital	

DIGITAL MARKETING

Facebook

- 10,461 Followers
- 9,945 Page Likes
- 3,028 Post Reach
- 308 Post Engagement

LinkedIn

- 742 Followers
- 6K Impressions

Twitter

- 1,279 Followers
- 346 Profile Visits
- 1,902 Impressions

Website

- Please note that Google Analytics has switched their measurement model from Universal Analytics (UA) to Google Analytics 4 (UA4) which eliminates some of the more traditional metrics, such as bounce rate and average session duration, in favor of metrics which are more indicative of user engagement, such as engaged sessions per user and average engagement time.
- 956 Total Users (922 New Users)
- 6.76% Bounce Rate
- 0.63 Engaged Sessions per User
- 0min 51sec Average Engagement Time

Mass Communication

Communication	Date Sent	Audience	Recurrence
Newsletter	11.9.2021	All EI	-
● Ed. Opp. – GA Center of Innovation – Logistics Market Snapshot	-	-	-
● Ed. Opp. – SCTC – OSHA 10 Hour Class	-	-	-
● Ed. Opp. – GA Tech – Free Webinar – Mindful Based Wellness	-	-	-
Newsletter	11.23.2021	All EI	-
● Ed. Opp. – GA Tech – Cybersecurity Month	-	-	-
● Ed. Opp. – SCTC – Forklift Safety and Certification	-	-	-
● General – Happy Thanksgiving	-	-	-