

HENRY COUNTY DEVELOPMENT AUTHORITY

MEETING MINUTES

December 2nd, 2021

I. CALL TO ORDER

A meeting of the Henry County Development Authority (HCDA) was held on December 2nd, 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, Joseph Henning, Lincoln Parks from the Henry County Chamber of Commerce; JD Hardeman and Sophe Pope from the Henry County Schools; and Aerial Shaw from Southern Crescent Women in Business. 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. Mr. Fenn requested an Executive Session for the purpose of personnel and real estate matters to be added to the agenda. Mr. Meadows proposed changes to the agenda, advising that there will be additions to legal matters. Mr. Culpepper made a motion to approve the agenda as amended and Mr. Linton seconded. The motion passed unanimously.

IV. Presentation from Henry County Schools

Presentation presented by Sophe Pope and JD Harden

V. APPROVAL OF MINUTES

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

VI. STANDING REPORTS

INVOICES/FINANCIALS/CORPUS

Mr. Fenn reviewed the HCDA Consolidated Budget Statement ending November 30th, 2021 and noted the monthly and year-to-date balances for the HCDA County budget and that expenditures only total 30.2% 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 10.5% for FY 2021 thus far. Mr. Fenn offered to answer any questions from the Board. Reports approved as submitted by consensus.

STAFF REPORT

Board members were provided with a November 2021 Marketing Report, a copy of which is attached to these Minutes. Mr. Fenn reported 12 new projects with 2,082 jobs announced YTD and 4 new prospects in November 2021. He also reported that Advanced Manufacturing continues to lead the 2021 Target Industries at 62%.

Due to time constraints any questions asked were suggested to be emailed to Executive Director.

DISTRICT REPORTS

D1: No Report

D2: No Report

D3: No Report

D4: No Report

D5: No Report

District at Large: No Report

VII. OLD BUSINESS

No Old Business

VIII. NEW BUSINESS

No New Business

IX. EXECUTIVE SESSION

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

EXECUTIVE SESSION

RETURN TO OPEN SESSION

X. LEGAL MATTERS

1). Motion to adopt the Post-Transfer Resolution and Related Documents for PNKS2's Transfer of Parcel B at Southern Gateway Farm by Mr. Marshall: Mr. Chairman, having first ascertained that there are no conflicts of interest, I move that the HCDA adopt Resolution, and additional related documents regarding the post-transfer Amendment Documents of Parcel B at Southern Gateway at Lambert Farms for the benefit of PNK S2, LLC as 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. Culpepper seconded, and the motion passed unanimously.

2). Motion to adopt REBA Inducement Resolution and Memorandum of Understanding for a REBA Grant and Performance and Accountability Agreement for Project Echo by Mr. Culpepper: Mr. Chairman having first ascertained that there are no conflicts of interest I move that the HCDA adopt the Inducement Resolution for Project Echo Pregis, 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. 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 documents as might be suggested by Counsel in conjunction with the subject transaction. Mr. Marshall seconded, and the motion passed unanimously.

3). Motion to adopt the Resolution and Related Documents for Pregis Post-Closing Personal Property Bond Transfer to a Related Entity by Mr. Ausband: Mr. Chairman having first ascertained that there are no conflicts of interest, move that HCDA adopt the Resolution, and additional related documents regarding the post-closing transfer of the Pregis Personal Property Bond to a related entity, as 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. Ausband further move that the Officer 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). Lease Renewal for Two Year Period with Heritage Southeast Bank

Chairman Clements accepted a motion to approve the lease renewal with Heritage Southeast Bank. Mr. Culpepper made a motion and Mr. Marshall seconded. The motion passed unanimously.

XI. ADJOURN

At 9:57 a.m., Mr. Crow made a motion to adjourn and Mr. Culpepper seconded. The motion passed unanimously.


Sanetra Miller, Recording Secretary

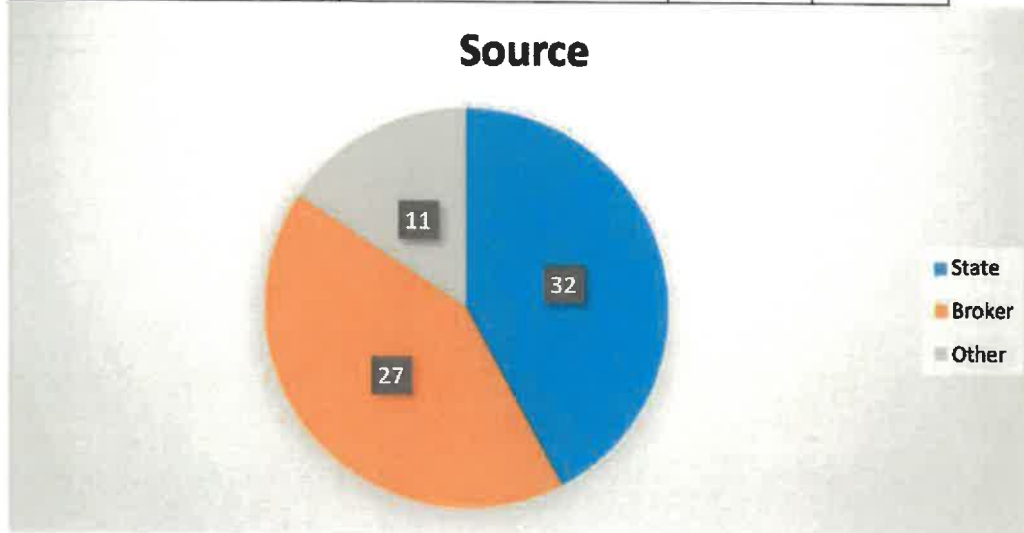

Pierre Clements, Chairman

2021 RESULTS YTD– ANNOUNCED/CLOSED PROJECTS

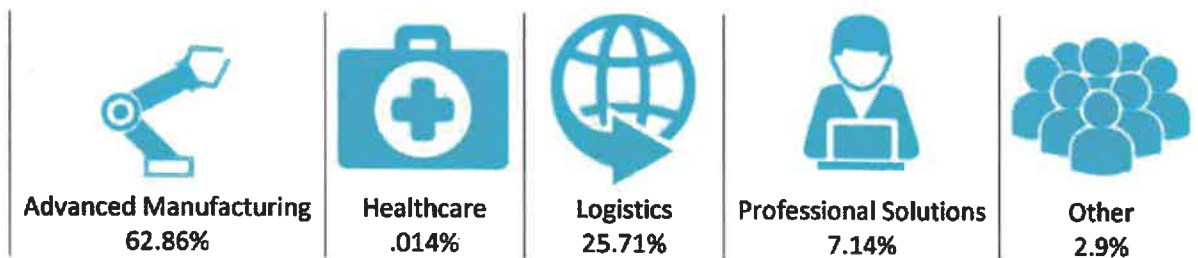
# of Projects	Capital Investment	# of Jobs
14	\$216.67M	2,217

PROSPECT DEVELOPMENT

December 2021 Prospects	2021 Total New Prospects	2021 Goal	% of Goal
6	70	45	156%



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

December 2021 Business Visits	2021 YTD Business Visits	2021 Goal	% of Goal
14	156	135	116%

Company Visits

ALPLA (p)
Burris (p)
Ecolab (p)
Feit Electric
Ferrero

IFCO
Inline
Luxottica
Piedmont Henry Hospital
Pregis

Project Verte
S&S Activewear (p)
Tory Burch (p)
Zinus

DIGITAL MARKETING

Facebook

- 10,459 Followers
- 9,935 Page Likes
- 1,730 Post Reach
- 169 Post Engagement

LinkedIn

- 759 Followers
- 2.1K Impressions

Twitter

- 1,284 Followers
- 172 Profile Visits
- 1,199 Impressions

Website

- 876 Total Users (837 New Users)
- 0.67 Engaged Sessions per User
- 0min 44sec Average Engagement Time

Mass Communication

Communication	Date Sent	Audience	Recurrence
Newsletter	12.9.2021	All EI	-
• Ed. Opp. – SCTC – FREE Leadership Courses	-	-	-
• General – Atlanta Motor Speedway – Arctic Adventure	-	-	-
• General – Photo Request	-	-	-
Newsletter	12.22.2021	All EI	-
• General – Holiday Holidays	-	-	-
• General – Photo Recap and 2022 Wishes	-	-	-