

HENRY COUNTY DEVELOPMENT AUTHORITY

MEETING MINUTES

February 3rd, 2022

I. CALL TO ORDER

A meeting of the Henry County Development Authority (HCDA) was held on February 3rd, 2022 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; Stephen Morris, Meadows, Macie & Morris, P.C; Josh Fenn, Executive Director, and Sanetra Miller, Recording Secretary. Guest in attendance were Joseph Henning, from the Henry County Chamber of Commerce and Danielle Crowe of District 2. At 8:04 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 to be added to the agenda. Mr. Meadows requested the Chamber of Commerce be added to the agenda. Mr. Linton made a motion to approve the agenda as amended and Mr. Ausband seconded. The motion was passed unanimously.

IV. APPROVAL OF MINUTES

Chairman Clements asked if everyone had reviewed the Minutes of January 14th, 2022 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.

VI. STANDING REPORTS

INVOICES/FINANCIALS/CORPUS

Mr. Fenn reviewed the HCDA Consolidated Budget Statement ending January 31st, 2022 and noted the monthly and year-to-date balances for the HCDA County budget and that expenditures only total 46.7% for FY 2022 to date. He also noted the monthly and year-to-date balances for the HCDA Corpus budget and that expenditures only total 27.3% for FY 2022 thus far. 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. Ausband seconded, and the motion passed unanimously.

STAFF REPORT

Mr. Fenn started the report off by advising the board of the Henry County Chamber of Commerce 55th Annual Award and Installation Reception is February 11th.

Mr. Fenn advised that February 24th he will be working with the Chamber to produce an economic report for our area. The presentation will go live on campus at Clayton State University and recommended bringing a guest.

Mr. Fenn made a proposal to host at the Atlanta Motor Speedway for the March or July race to show community support.

The Snapper building will be utilized for the Verte expansion.

The governor will be making an announcement on one project next Tuesday.

Established Industries: Mr. Fenn advised the board that there have been limited numbers on visits.

Mr. Fenn advised that the state's Second Chance Hiring program presented by the Department of Community Service program was a great success.

Mr. Fenn advised that there are commitments for Made in Henry videos.

Mr. Henning from the Chamber of Commerce discussed the great success of the state's Second Chance Hiring Program. They are currently looking into open positions and thinking of new ways to fill those positions. The Chamber board approved of turning a portion of the chamber into a small business resource area. Forecasting to be around the second quarter for this task. Mr. Henning's reported that lunch with a leader at UGA with Dr. Henson was a great success and received a lot of feedback. There is an upcoming Lunch with a Leader on February 17th with Dr. Davis where he will discuss the Strategic Plan Update for the school districts.

Board members were provided with a January 2022 Marketing Report, a copy of which is attached to these Minutes. Mr. Fenn reported 2 new projects with 200 jobs announced YTD and 3 new prospects in January 2022. He also reported that Advanced Manufacturing continues to lead the 2022 Target Industries at 67%.

DISTRICT REPORTS

D1: No Report

D2: Commissioner Clements is conducting a virtual town hall meeting on February 8th for Crystal Lake subdivision

D3: There is no Commissioner currently for district 3

D4: No Report

D5: No Report

County at Large: No Report

VII. OLD BUSINESS

No Old Business

VIII. NEW BUSINESS

Mr. Fenn requested approval of the FY'22 Mid-Year Corpus Budget, which was previously distributed electronically to the Board. Mr. Linton made a motion to approve and Mr. Culpepper seconded. The motion passed unanimously.

Mr. Fenn requested approval for Allen-Smith Consulting and Administration Contract. Mr. Culpepper made a motion to approve and Mr. Ausband seconded. The motion passed unanimously.

Mr. Fenn requested approval of Proposal by Retail Strategies. Mr. Marshall made a motion to approve and Mr. Crow seconded. The motion passed unanimously.

IX. EXECUTIVE SESSION

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

EXECUTIVE SESSION

RETURN TO OPEN SESSION

X. LEGAL MATTERS

1). Motion to Adopt Memorandum of Agreement for Equipment for Project Cycle by Mr. Ausband:

Mr. Chairman, having first ascertained that there are no conflicts of interest, I move that the HCDA adopt the Memorandum of Agreement regarding Equipment for Project Cycle 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 Memorandum of Agreement for Real Estate for Project Cycle by Mr. Culpepper:

Mr. Chairman having first ascertained that there are no conflicts of interest, I move that the HCDA adopt the Memorandum of Agreement regarding Real Estate for Project Cycle, 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 documents as might be suggested by Counsel in conjunction with the subject transaction. Mr. Crow seconded, and the motion passed unanimously.

*Mr. Meadows conducted an educational session regarding the New Henry County Codes of Ethics (as contained in SB 22), and how the provisions of that legislation relate to the existing Conflict of Interest and other ethical provisions applicable to the HCDA.

XI. ADJOURN

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



Sanetra Miller, Recording Secretary



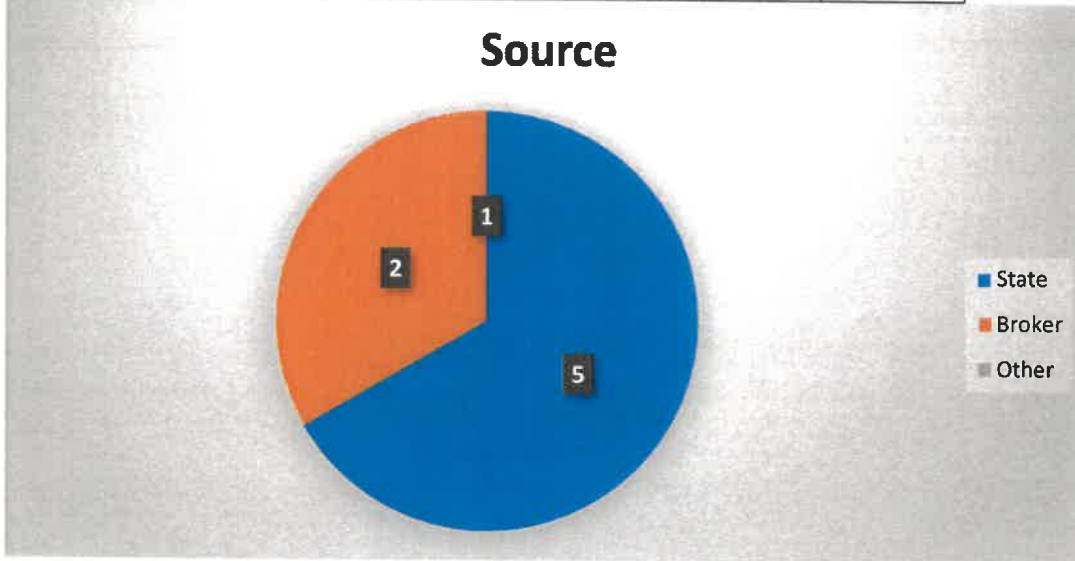
Pierre Clements, Chairman

2022 RESULTS YTD– ANNOUNCED/CLOSED PROJECTS

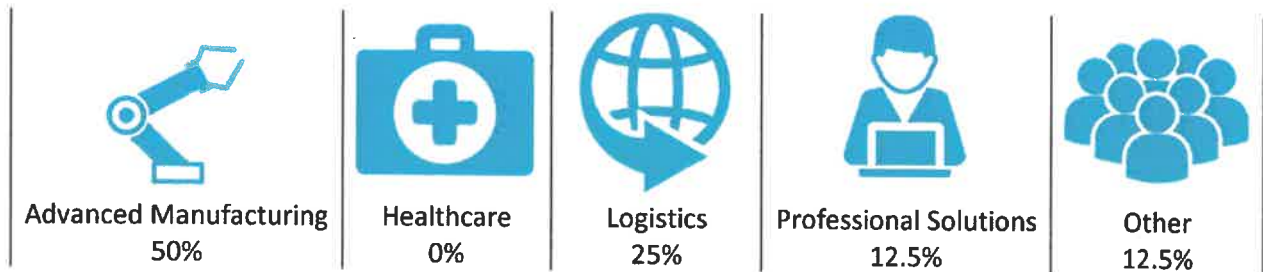
# of Projects	Capital Investment	# of Jobs
4	\$94M	475

PROSPECT DEVELOPMENT

January 2022 Prospects	2022 Total New Prospects	2022 Goal	% of Goal
5	8	TBD	TBD



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

February 2022 Business Visits	2022 YTD Business Interactions	2022 YTD Business Visits	2022 Visits Goal	% of Goal
2	22	3	TBD	TBD

Company Visits

Zinus
Radial

EI Events and Interactions:

Industry Roundtable

Toppan Purple
Tory Burch Ken's
Feit
Incora

DIGITAL MARKETING

Facebook

- 10,481 Followers
- 9,962 Page Likes (17 New)
- 3,324 Post Reach
- 791 Post Engagement
- 125 Page Visits
- 133 Link Clicks
- 5 Post Shares

73% Female, 27% Male

LinkedIn

- 774 Followers (+9)
- 1,1K 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.
- 903 Total Users (922 New Users)
- 5.99% Bounce Rate
- 0.63 Engaged Sessions per User
- 0min 51sec Average Engagement Time
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