

## **HENRY COUNTY DEVELOPMENT AUTHORITY**

### **MEETING MINUTES**

**March 3<sup>rd</sup>, 2022**

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

A meeting of the Henry County Development Authority (HCDA) was held on March 3<sup>rd</sup>, 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. At 8:08 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. Meadows recommended moving the Election of Officers up on the agenda. Mr. Crow made a motion to approve the agenda as amended and Mr. Culpepper seconded. The motion was passed unanimously.

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

Chairman Clements asked if everyone had reviewed the Minutes of February 3<sup>rd</sup>, 2022 and if there were any questions or comments. Hearing none, Mr. Culpepper made a motion to approve the minutes and Mr. Linton seconded. The motion passed unanimously.

#### **VI. STANDING REPORTS**

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

Mr. Fenn reviewed the HCDA Consolidated Budget Statement ending February 3<sup>rd</sup>, 2022 and noted the monthly and year-to-date balances for the HCDA County budget and that expenditures only total 52.4% 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 30.9% for FY 2022 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 report off by advising the board of the Retail Project Kickoff with Retail Strategies. The plan is to have a draft by April then towards the end of April to have a final draft and plan to finalize in May.

Mr. Fenn informed every one of the 8.5 percent pay raise approved by the County Board of Commissioner's.

Mr. Fenn was invited by Mayor Ford of Stockbridge to speak on March 7<sup>th</sup> at 6:30pm.

CRM System: The CRM system that was highly recommended is being vetted, but final recommendations will be made by Mr. Fenn towards the end of the month

Atlanta Motor Speedway: Mr. Fenn will be inviting Establish Industries to attend the Folds of Honor 500 Weekend event.

## **Marketing Report**

The T-Splost bill passed

There were some trend adjustments that pertained to professional services, but manufacturing is still trending.

Established Industries: Clayton State University will be hosting a job fair. Mr. Fenn plans to meet with them for this event.

Mr. Henning from the Chamber of Commerce thanked the Development Authority for sponsoring the 55<sup>th</sup> Annual Awards. Mr. Henning advised that the Chamber will be creating a small business resource center and will be partnering with the Development Authority and Clayton State University. There is continued work with the Emerging Leaders program for young entrepreneurs. Mr. Henning discussed the upcoming 4<sup>th</sup> Annual Women's Summit that will be March 3<sup>rd</sup>. The Chamber will be presenting lessons learned next month.

Board members were provided with a February 2022 Marketing Report, a copy of which is attached to these Minutes. Mr. Fenn reported 4 new projects with 475 jobs announced YTD and 8 new prospects in February 2022. He also reported that Advanced Manufacturing continues to lead the 2022 Target Industries at 50%.

### **Elections of Officers**

Mr. Meadows assisted the Board with the election of Officers. Successively, the following individuals were nominated, and then excused from the room, while the remaining individuals unanimously elected each officer.

Chairman: Irvin Culpepper  
Vice Chairman: David Linton  
Secretary: David Crow  
Treasurer: Charles Marshall

The office of Assistant Secretary is currently vacant, due to the fact that Mr. Culpepper, who previously served in that office, is now Chair. Mr. Ausband will check to see if his professional ethics and insurance will allow him to fulfill that role.

### **DISTRICT REPORTS**

D1: No Report

D2: No Report

D3: New Commissioner Derrell "Dee" Anglyn III

D4: No Report

D5: No Report

County at Large: No Report

### **VII. OLD BUSINESS**

No Old Business

### **VIII. NEW BUSINESS**

Mr. Fenn requested approval to amend the credit card payment policy to allow direct pay option. Mr. Linton made a motion to approve and Mr. Culpepper seconded. The motion passed unanimously.

Mr. Fenn requested approval for the Chason Group contract for the Business Retention Expansion position in the amount of \$9,500. Mr. Culpepper made a motion to approve and Mr. Crow seconded. The motion passed unanimously.

Chairman Clements requested that the HCDA explore opportunities to engage in the Stockbridge Amphitheatre activities to show support.

#### **IX. EXECUTIVE SESSION**

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

#### **EXECUTIVE SESSION**

#### **RETURN TO OPEN SESSION**

#### **X. LEGAL MATTERS**

**1). Motion to Adopt And/Or Ratify Consent, Estoppel Certificate And Agreement And Fee and /Or Leasehold Deed To Secure Debt for Transfer Fee And/Or Refinancing For PNK/KKR/Thomas Owner (Purple Project) by Mr. Culpepper:** Mr. Culpepper moved that the HCDA adopt and ratify the signing of additional transfer financing and refinancing documents, as proposed by the transferee and its respective financial institutions and as reviewed and amended by Bond Counsel and 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. Ausband seconded, and the motion passed unanimously.

**2). Motion to Adopt And/Or Ratify Consent, Estoppel Certificate And Agreement and Fee And/Or Leasehold Deed to Secure Debt for Transfer Financing And/Or Refinancing For PNK/KKR/Hinton Owner( Ecolab Project) by Mr. Ausband:** Mr. Ausband move that the HCDA adopt and ratify the signing of additional transfer financing and refinancing documents, as proposed by the transferee and its respective financial institutions and reviewed and amended by our Bond Counsel and 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.

**XI. ADJOURN**

At 9:46 a.m., Mr. Culpepper made a motion to adjourn and Mr. Linton seconded. The motion passed unanimously.

  
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Sanetra Miller, Recording Secretary

  
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Pierre Clements, Chairman

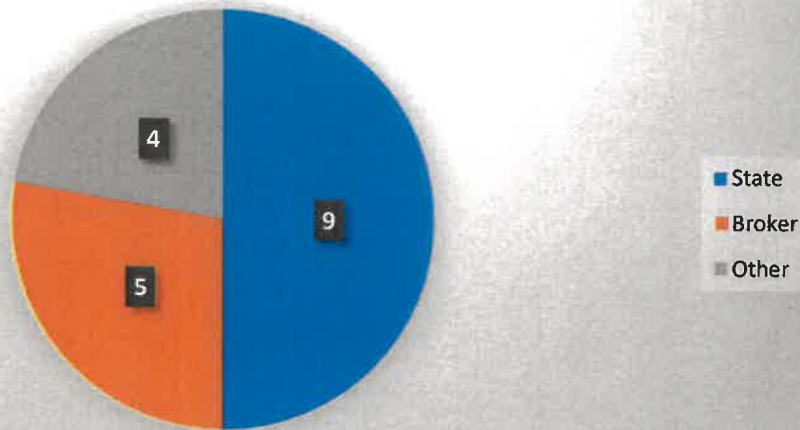
## 2022 RESULTS YTD– ANNOUNCED/CLOSED PROJECTS

# of Projects	Capital Investment	# of Jobs
5	\$100M	485

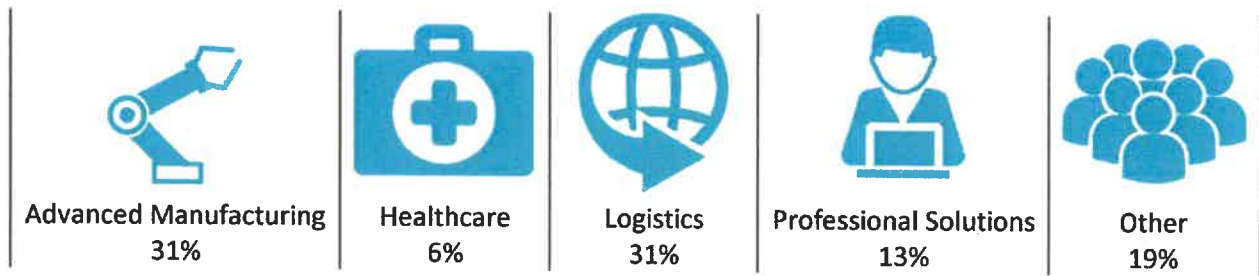
## PROSPECT DEVELOPMENT

March 2022 Prospects	2022 Total New Prospects	2022 Goal	% of Goal
5	16	TBD	TBD

### Source



## 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

March 2022 Business Visits	2022 YTD Business Interactions	2022 YTD Business Visits	2022 Visits Goal	% of Goal
1	12	4	TBD	TBD

### Company Visits

FEIT

### EI Events and Interactions:

#### AMS Event

Toppan Purple  
 Ken's WEL  
 Feit  
 Hale Aircraft

#### MODEX

CJ Logistics Home Depot  
 Verte WEL  
 Tory Burch DHL

## DIGITAL MARKETING

### Facebook (6 Posts for Month)

- 10,406 Followers
- 9,937 Page Likes
- 7,007 Post Reach
- 413 Post Engagement
- 125 Page Visits
- 7 Post Shares
- Most Popular Posts: Speedway Motor Sports Meeting, Airport Terminal Ribbon Cutting

### LinkedIn (3 Posts)

- 783 Followers (+13)
- 1,800K Impressions
- 76 likes
- 4 shares

### Twitter (Still working on that one)

- Followers
- Profile Visits
- 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.
- 838 Total Users
- 1.92% Bounce Rate
- 1min 58sec Average Engagement Time