

**HENRY COUNTY DEVELOPMENT AUTHORITY  
MEETING MINUTES  
September 3, 2025**

**I. CALL TO ORDER**

The regularly scheduled meeting of the Henry County Development Authority (HCDA) was held in the conference room at 125 Westridge Industrial Blvd, Suite 101, McDonough, GA 30253.

**Board members present:** Charles Marshall, David Crow, Pierre Clements, George Patterson, and Cynthia Andrews, Eddie Ausband (absent)

**Staff present:** Sharon Hill, Executive Director; Susan Wise, Manager of Business Development; Angela Hall, Manager, Business Retention & Expansion; Ammarie Moore, Operations Specialist; Abigail Watkins, Communications Specialist and Cherie Simon, Executive Assistant

**Others present:** Rod Meadows, Legal Counsel, Meadows, Macie & Morris, P.C.

**Guest presentations:** Joe Henning, President of the Henry County Chamber of Commerce

**II. ROLL CALL / QUORUM / NOTICE OF MEETING**

Chair Pierre Clements called the meeting to order at 8:00 a.m.

Chair Clements confirmed a quorum was present and verified that meeting notices were properly posted.

**III. APPROVAL OF AGENDA**

*Mr. Crow moved to approve the agenda. The motion was seconded by Mr. Patterson and passed unanimously.*

**IV. GUEST PRESENTATIONS**

**Joseph Henning, President of the Henry County Chamber of Commerce**

Mr. Henning reported that tech sector activity is up 8% year-to-date, with positive indicators despite a reduced budget. The podcast has released 14 episodes with 323 downloads, and the mentorship program continues to show strong results. Small business activity remains strong, with 51 ribbon cuttings this year compared to 29 last year, though tariffs remain a concern amongst the business community. New initiatives include the FLEX entrepreneurship program for high school students which kicks off with a luncheon next week, and the return of the National Civics Bee. Judge Steven Knights will, once again, serve as the Master of Ceremonies for the Bee. Regionally, Henry County's population grew

1.75% (April 2024–April 2025), ranking 4th in percentage growth and 5th in total numbers in the metro area.

## **V. APPROVAL OF MEETING MINUTES**

August 6, 2025:

*Mr. Marshall moved to approve the minutes. The motion was seconded by Mr. Crow and passed unanimously.*

### **Board of Directors' Report:**

#### **Pierre Clements, Chair**

Mr. Clements emphasized teamwork, growth mindset, and accountability as foundations for success, noting four new team members have strengthened the organization. He highlighted strong relationships with commissioners, alignment with county planning, and significant achievements, including a \$500M expansion project, maintaining a \$60M annual revenue portfolio for the county, adoption of new policies, 100% ethics compliance, and workforce development recognition. The organization has expanded facilities into a “one-stop shop” and added key staff roles to support long-term strategy. Focus areas include data centers, technology, infrastructure, and preparing for future growth. The Chair closed by expressing pride in the board’s transformation and commitment to collaboration and education. *(See attached presentation)*

## **VI. STANDING REPORTS**

### **A. Invoices / Financials / Corpus – Ammarie Moore**

Ms. Moore presented the budget and financial reports for both County and Corpus accounts (as of August 31, 2025 and July 31, 2025) - respectively

#### **County budget for August 31, 2025:**

Monthly: \$62,181.64; YTD: \$116,120.10 (13.9% utilization)

#### **CORPUS balance as of July 31, 2025 \$2,877,443.13**

Previous assets: \$2,898,977.13 (Monthly income: \$11,534.00; liabilities: \$4,099.21.

Total Assets: \$2,931,142.15)

#### **CORPUS budget:**

Monthly: \$7,031.23; YTD: \$7,031.23 (98.52% utilization)

*Ms. Andrews moved to approve the monthly financial report. Mr. Crow seconded. The motion passed unanimously.*

*Ms. Andrews also moved to approve the FY26 Corpus Budget with Mr. Patterson providing a second. The motion passed unanimously.*

## B. Staff Reports

### **Executive Director: Sharon Hill**

Ms. Hill announced that the team is now fully staffed after nearly a year of dedicated effort. The new additions include:

- Angela – Retention and Expansion Manager
- Abigail – Marketing, Communications, and Data Project Manager
- Cherie - An Executive Administrator
- Ammarie - An Operations Specialist
- Susan, an existing team member, remains a key part of the team

Ms. Hill emphasized that this team brings the right talent into the right roles, enabling the organization to move forward strategically. She highlighted the intentional approach to recruiting and the expansion of the team's capabilities. With the new structure, Sharon and Susan can now focus on core strategic objectives.

The tone of the announcement was optimistic and forward-looking, reflecting confidence in the team's potential to elevate the Development Authority's impact and take a more proactive approach to economic development.

### **Executive Director: Sharon Hill**

Ms. Moore presented the FY26 budget proposal, noting that it remains largely consistent with the previous fiscal year, with a modest increase of less than \$25,000.

Primary areas of increased investment include:

- Marketing efforts as well as Staffing and personnel-related costs

Ms. Hill highlighted that the budget reflects the organization's **strategic priorities**, specifically the enhanced focus on marketing and the investment in staffing to support long-term goals.

### **Business Development: Susan Wise**

Ms. Wise provided an update on active projects and available assets.

### **Business Retention & Expansion: Angela Hall**

Ms. Hall reported on 2 recent industry visits to Sangsin and Echo Park Speedway. She also reported on networking with local leaders and workforce development initiatives, including Tech Track, a hands-on introduction to high school students on industry trades and high demand jobs in that field, tours for high school instructors and Leadership Henry. She is preparing for upcoming events—the Sept. 23rd introductory meeting with Ana of New Cold in Locust Grove and the Sept. 25th Industry Roundtable at Sangsin—and is collaborating with SHRM to promote apprenticeships and internships. Her focus is to strengthen business relationships, address industry needs, expand workforce opportunities and retain existing industries. Ms. Hall reported that this was her second week on the job.

### **Marketing: Abigail Watkins**

Ms. Watkins provided an initial update highlighting work on the logo and website redesign in coordination with Williams Media, as well as efforts to improve the website's appeal to business attraction and educating the local community of the work of the Authority. She reported social media statistics, noting strong Facebook and LinkedIn engagement and the planned phase-out of Twitter. Communications initiatives include developing brand guidelines, establishing a consistent posting schedule, tracking metrics, and preparing monthly newsletters through Constant Contact. She also plans to redesign the staff monthly reports with more visuals, simplify financial reporting, and align HCDA goals with Henry County's 2045 Strategic Plan. She emphasized this was her first week, and the report was intended as a high-level overview.

## **VII. COMMISSION DISTRICT REPORTS**

**District 1** No report

**District 2** - Mr. Clements reported that Commissioner Robinson was just appointed to serve on the (NACo) National Association of Counties Transportation Policy Steering Committee.

**District 3** No report

**District 4** - Mr. Patterson provided a report on the recent meeting with Commissioner Price and the key points discussed were positive and concerning aspects of data centers. Certain matters raised were identified as **disturbing** and may require further monitoring. He raised a question regarding the cities and why they are not currently included as members of the Development Authority's Board. Mr. Meadows addressed the need for public education regarding **data centers**, specifically focusing on **misconceptions about infrastructure and power grids**. He suggested that through **education**, the public could gain a better understanding of both the **vision** behind data centers and their **economic potential**.

He emphasized that **data centers** have the capacity to provide "**economic stability forever**," underscoring their long-term benefits for both local and regional economies.

**District 5** No report

**County At-Large:** No report

## **VIII. EXECUTIVE SESSION**

Mr. Andrews made a Motion to enter Executive Session at 8:59 am which was seconded by Mr. Crow and unanimously approved.

Mr. Crow made a Motion to exit Executive Session at 9:15am which was seconded by Ms. Andrews and unanimously approved.

*The Chair executed an affidavit confirming that the only matters discussed in the Executive Session were appropriate for such a session.*

## **IX. LEGAL MATTERS**

### **MOTION TO ADOPT FINANCIAL DOCUMENTS FOR DEWAFLEBAKKERS UPON APPROVAL OF BOND COUNSEL**

Mr. Chairman, having first ascertained that there are no conflicts of interest, I Move that the HCDA adopt the proposed Second Landlord Agreement and Estoppel documents (which were drafted by Company Counsel and are being reviewed for final approval by our General Counsel and our Bond Counsel), along with all of the supporting documents, a previous sample of which have been provided to us electronically in advance of today's meeting, and as we have discussed in this meeting.

In light of the foregoing, I further Move that upon final approval by Bond Counsel the Officers of the Authority be granted the right and responsibility to execute these and such additional 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.

*The Motion was made by Mr. Crow and seconded by Ms. Andrews. The Motion passed unanimously.*

### **MOTION TO RATIFY ESTOPPEL CERTIFICATE FOR WPT DISTRIBUTION DRIVE**

Mr. Chairman, having first ascertained that there are no conflicts of interest, I Move that the HCDA ratify the Chairman's execution of Estoppel documents regarding WPT Distribution Drive as drafted by Company 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.

I 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.

*The Motion was made by Ms. Andrews and seconded by Mr. Marshall. The Motion passed unanimously.*

#### **MOTION TO RATIFY DRAINAGE EASEMENT FOR NEWCOLD**

Mr. Chairman, having first ascertained that there are no conflicts of interest, I Move that the HCDA ratify the Chairman's execution of Drainage Easement documents regarding NewCold, as drafted by Company 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.

I 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.

*The Motion was made by Mr. Marshall and seconded by Ms. Andrews. The Motion passed unanimously.*

#### **X. OLD BUSINESS**

#### **XI. NEW BUSINESS**

- Strategic Planning Next Step

#### **XII. ADJOURNMENT**

*Mr. Crow moved to adjourn. Ms. Andrews seconded. The motion passed unanimously. The next meeting is scheduled for October 1, 2025. The meeting adjourned at 9:21 a.m.*