

**HENRY COUNTY DEVELOPMENT AUTHORITY
MEETING MINUTES
December 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., McDonough, GA 30253.

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

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

Others present: Rod Meadows, Legal Counsel, Meadows, Macie & Morris, P.C. and Sara Lithgow, Para-legal, Meadows, Macie & Morris, P.C.

II. ROLL CALL / QUORUM / NOTICE OF MEETING

Chair Pierre Clements called the meeting to order at 8:04 a.m.

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

III. APPROVAL OF AGENDA

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

V. APPROVAL OF MEETING MINUTES

November 5, 2025:

Mr. Marshall moved to approve the minutes. The motion was seconded by Mr. Crow and passed unanimously. Ms. Andrews abstained due to her absence at the November meeting.

VI. BOARD OF DIRECTOR'S REPORT:

Pierre Clements, Chair

Chair Clements noted that as planning for 2026 begins, the organization is already at the midpoint of the fiscal year, with activity progressing at a rapid pace—underscoring the importance of teamwork. He acknowledged significant changes at both the county and state levels and stated that, under Ms. Hill's leadership, the team has remained proactive, forward-thinking, and committed to evaluating progress and organizational structure.

He shared that much of the year has focused on preparing for future growth and expressed confidence in the organization's readiness. Citing the importance of teamwork, Chair Clements remarked that the organization has strong momentum and is just getting started, and he expressed appreciation for the opportunity to work alongside the team.

Regarding the scorecard, he noted that while some areas require updates, the year has included notable accomplishments, including recent project closings in November and December. Based on midyear performance and current trends, he reported that total investment from new and expanding businesses could range from \$500 million to \$1 billion, emphasizing that this progress reflects the team's sustained focus despite challenges.

VII. EXECUTIVE DIRECTOR'S REPORT

Ms. Hill presented a summary of the Authority's economic development activities and accomplishments over the past year, highlighting industry expansion, capital investment, business retention and expansion (BRE), marketing, staffing, and community outreach. She noted that despite challenges and organizational transitions, the Authority achieved strong results through teamwork, strategic investment, and consistent outreach.

Key outcomes included expansions by existing industries, resulting in approximately 800 new jobs and \$600 million in capital investment to date, with additional potential investment anticipated from an existing partner. Several active and upcoming projects were noted, including Project Sunshine, representing \$68 million in investment and more than 1,000 expected jobs, and a recent United States Cold Storage groundbreaking involving a \$15 million investment and future expansion interest.

Ms. Hill highlighted the success of the BRE program, recognizing staff leadership and partnerships with local educational institutions, as well as infrastructure support from the County. Marketing and communications efforts continued to strengthen visibility, with increased digital engagement and a new website launching in January.

She also acknowledged staff contributions that ensured operational stability during a transitional year and outlined ongoing community outreach efforts to educate stakeholders on the Authority's role and impact. Financially, the Authority reviewed fund management strategies and reported that accounts and balances remain on track.

VIII. STAFF REPORTS

County / Corpus / Financials – **Cherie Simon**

Ms. Simon /Ms. Hill presented the budget and financial reports for both County and Corpus accounts (as of November 30, 2025 and October 31, 2025) - respectively

County budget for November 30, 2025:

Monthly: \$71,317.27; YTD: \$362,718.20 (43.4% utilization)

CORPUS budget:

Monthly: \$15,933.72; YTD: \$69,752.40 (85.96% utilization)

CORPUS Financials as of October 31, 2025 \$2,893,093.97

Current assets: \$2,922,627.97 (Monthly income: \$29,534.00 liabilities: \$2,916.30

Total Assets: \$2,958,955.78)

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

Business Development: Susan Wise

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

Business Retention & Expansion: Angela Hall

Ms. Hall reported that workforce development was the primary focus in November, with efforts centered on preparing the local workforce to support incoming and expanding industries. Industry visits were conducted with educators and work-based learning partners, including tours of Kimberly-Clark and ClarkDietrich, to provide instructors with firsthand insight into operations and career pathways.

She highlighted the November 10 Tech Trek event at Southern Crescent, which hosted more than 400 high school juniors and seniors who toured training facilities and learned about technical and industrial career opportunities, including cybersecurity. Ongoing engagement with industry partners continued to address workforce needs and support community initiatives, including coordinated food donation efforts with Zinus and contributions from several additional companies.

Ms. Hall also noted continued collaboration with Nexus Circular on pre-apprenticeship development and with New Cold on Phase 2 maintenance technician training planned for January. She emphasized that direct, in-person industry engagement remains the most effective approach for strengthening partnerships, supporting talent pipelines, and encouraging long-term industry growth.

Marketing: Abigail Watkins

Ms. Watkins reported that a modernized website is scheduled to launch in January, featuring expanded content, clearer messaging, and improved positioning of the Authority's mission and services. The relaunch will also emphasize direct promotion of available buildings and sites, allowing for more accurate and centralized messaging to prospects.

She outlined plans for targeted broker and site selector promotional events in 2026, designed to attract desired development in technology, manufacturing, aerospace, and office sectors. Outreach efforts will increasingly leverage LinkedIn and other professional platforms to drive traffic directly to the Authority's website rather than third-party listings.

Ms. Watkins noted that all marketing and communications strategies are aligned with the county's strategic goal of strengthening public trust, awareness, and understanding.

IX. COMMISSION DISTRICT REPORTS

District 1 No report

District 2 No report

District 3 No report

District 4 Mr. Patterson referenced Ms. Hill's presentation for the Council of Quality Growth's held at the Chamber of Commerce, noting that Ms. Hill delivered an outstanding presentation.

Mr. Patterson also spoke about District IV's continued alignment with initiatives and broader efforts to enhance business attraction and economic development.

District 5 No report

County At-Large: A groundbreaking was held on Rock Quarry Road for a \$35 million roadway expansion project, funded through T-SPLOST, SPLOST, GDOT, C-Block allocations, and G.I.S. contributions, which will expand the road to two lanes.

A \$212 million hospital expansion is underway, adding 96 beds and three operating rooms, with full operations expected by late summer next year.

IX. EXECUTIVE SESSION

Ms. Andrews made a Motion to enter Executive Session at 9:10 a.m. which was seconded by Mr. Patterson and unanimously approved.

Ms. Andrews made a Motion to exit Executive Session at 9:50 a.m. which was seconded by Mr. Crow and unanimously approved.

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

XI. LEGAL MATTERS

MOTION TO ADOPT THIRD EXTENSION TO PURCHASE AND SALES AGREEMENT FOR PROJECT GREEN LION

Mr. Patterson made the following motion: Mr. Chairman, having first ascertained that there are no conflicts of interest, I Move that the HCDA ratify a third extension to the Purchase and Sales Agreement for Project Green Lion for a term of approximately twelve months to

December 9, 2026, as originally drafted by Purchaser's 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.

In light of the foregoing, I further Move that the Officers of the Authority be granted the right and responsibility to execute 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 seconded by Ms. Andrews. The Motion passed unanimously.

XII. OLD BUSINESS

XIII. NEW BUSINESS

XIV. ADJOURNMENT

Ms. Andrews moved to adjourn. Mr. Crow seconded. The motion passed unanimously. The meeting adjourned at 9:52 a.m. The next meeting is scheduled for Tuesday, January 13, 2026.

