

**HENRY COUNTY DEVELOPMENT AUTHORITY
MEETING MINUTES
November 5, 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, Eddie Ausband and Cynthia Andrews

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., Sara Lithgow, Para-legal, Meadows, Macie & Morris, P.C. and Stephen Morris, Meadows, Macie & Morris, P.C.

Guest presentations: JB Yoon, Associate Director of HR/GA/EHS, Zinus USA, Inc.

Christy Chewning, Member Engagement Coordinator, Central Georgia EMC - Community Development Presentation

Allison Bickers, Associate Principal, Cooper Carry - Airport Authority Master Plan

II. ROLL CALL / QUORUM / NOTICE OF MEETING

Chair Pierre Clements called the meeting to order at 8:02 a.m.

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

III. APPROVAL OF AGENDA

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

IV. GUEST PRESENTATIONS

JB Yoon, Associate Director of HR/GA/EHS, Zinus USA, Inc.

Mr. Yoon thanked the board for the support Zinus received from the county and its partners. He reflected on the challenges of running a business while serving the community and

highlighted the company's commitment to domestic manufacturing in Henry County and producing "Made in USA/Georgia" products.

He noted the team's contributions to operational improvements, product and brand development, and community service, including donating over 3,400 mattresses locally. Zinus also partnered with Georgia Tech and Southern Crescent Technical College on employee training programs.

Despite these efforts, the company faced ongoing challenges, including limited brand recognition for higher-end products, customer indifference to country-of-origin labeling, and rising material and labor costs that hindered competitive pricing.

As a result, Zinus USA Inc. will close its Henry County manufacturing facility, with production ending November 7. The facility is being marketed for sale as part of a targeted restructuring. Communication will remain open to support employees throughout the transition.

Mr. Yoon expressed gratitude to the Henry County Development Authority and community partners for their collaboration and noted Zinus's longstanding community contributions.

Board members expressed sadness over the closure and acknowledged Zinus's positive impact, including donations to firefighters and other organizations. They thanked Mr. Yoon and his team for their transparency, cooperation, and community support.

Christy Chewning, Member Engagement Coordinator, Georgia Central EMC - Community Development Presentation

Ms. Chewning of Central Georgia EMC provided an update and presented the annual economic development contribution. She explained that Central Georgia EMC is a member-owned cooperative that returns any profits to its members as capital credits.

In 2004, the cooperative worked with legislators to change state rules so unclaimed capital credits could stay in the community for economic development rather than being returned to the state. Since then, Central Georgia EMC has provided annual funds to the counties it serves.

She noted that Henry County's share continues to grow due to strong population and business growth. Ms. Chewning then presented the check to Chairman Pierre Clements and Executive Director Sharon Hill, emphasizing that the funds are dedicated to supporting local economic development initiatives.

Allison Bickers, Associate Principal, Cooper Carry - Airport Authority Master Plan

Ms. Bickers of Cooper Carry presented an overview of the proposed Airport District Master Plan, developed with Henry County and multiple stakeholders. The plan covers 2,000–3,000 acres around the Henry County Airport and is intended to guide future growth in a mostly undeveloped area while preserving its rural character.

Cooper Carry coordinated with county departments, nearby property owners, EchoPark, and the airport authority. The plan outlines several land-use zones, including:

- **Data Center/Light Industrial Zone:** Positioned to meet FAA requirements, with design standards to blend with the landscape.
- **Entertainment District:** A pedestrian-focused area modeled after One Daytona and The Battery, with restaurants, retail, and venues such as Topgolf, and optional flexibility for gaming if state laws change.
- **Residential Areas:** Low- to moderate-density housing and mixed-use neighborhoods with Henry County–specific design features.
- **Sports Tourism Complex:** Facilities for regional baseball, volleyball, and soccer tournaments, with possible sports medicine uses.
- **Recreation/Retreat Zone:** Low-density housing, golf, glamping, and outdoor recreation near the lake.

The plan includes a connected road and trail network to reduce reliance on Highway 41, along with countywide trails similar to Peachtree City’s system. Stormwater features would double as visible public amenities.

The entertainment district is viable without casino gaming, and most development is expected to be privately funded, with county participation in infrastructure decided as needed. Full build-out is anticipated over 20–30 years based on market demand.

The plan will help shape design guidelines in the UDO rewrite and serve as a marketing and visioning tool to attract investment, retail, and development, without triggering rezoning.

V. APPROVAL OF MEETING MINUTES

October 1, 2025:

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

VI. BOARD OF DIRECTOR’S REPORT:

Pierre Clements, Chair

Chair Clements spoke about several aspects of continual growth within the Economic Development Authority.

Chair Clements emphasized the strength and diversity of the organization’s leadership, which includes business owners, commercial leaders, financial professionals, and senior military officers. This diversity supports broader perspectives, innovation, and stronger performance.

Board members were encouraged to maintain open communication and ask questions freely. Subject matter experts are brought in as needed to support informed decisions.

Mr. Clements also highlighted the rapid evolution of AI and its growing use by major companies like Walmart and Amazon. Automation and data-driven processes are reshaping business operations, and members were encouraged to deepen their understanding of AI to help partners adapt. Significant growth in AI is expected through 2030.

Mr. Clements concluded by stressing the importance of continuous learning, adaptability, and informed leadership to effectively serve the county and its residents.

VII. EXECUTIVE DIRECTOR'S REPORT

Ms. Hill echoed the message Mr. Clements shared, emphasizing that she carries the same unified message when engaging with the community. She stressed the importance of ensuring stakeholders understand that the Authority is aligned and consistent in its communication.

Ms. Hill gave an update on CivicServe, the software platform the organization is working to implement. She noted that the county's involvement is required for funding and procurement, which means the project must go through a formal bidding process. In addition, the team is working through technology and security reviews to ensure the platform complies with county requirements. These steps have delayed implementation slightly, but the goal remains to have the platform in place by year-end.

She also highlighted recent participation in the municipal meeting with state, county and city representatives along with Mr. George Patterson and Mr. Charles Marshall. She noted the meeting was productive and well received.

Mr. Marshall advised the Board that Stockbridge Council Member Alphonso Thomas was recognized at the municipal meeting for his 36 years of service. Mr. Marshall said Mr. Thomas' service years were impressive. He also commended Ms. Hill for her strong presentation, noting it clearly demonstrated the organization's progress and its commitment to strengthening relationships with local cities. He remarked that the organization was very well received.

Ms. Hill referenced community engagement activities, including attendance at the Piedmont Gala by Mr. David Crow and General Counsel Rod Meadows, and the HCDA team. She shared that Piedmont Hospital announced its new wing will open earlier than expected and will include additional beds. Mr. Clements added that the project is progressing well, the community is eager for the expansion, and he is confident the hospital will meet community expectations.

Ms. Hill also discussed preparing to collaborate with new mayors in McDonough and Stockbridge once transitions are complete.

VIII. STAFF REPORTS

County / Corpus / Financials – Ammarie Moore

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

County budget for October 31, 2025:

Monthly: \$108,348.96; YTD: \$291,091.82 (34.9% utilization)

CORPUS budget:

Monthly: \$26,319.30; YTD: \$53,818.68 (89.17% utilization)

CORPUS Financials as of September 30, 2025 \$2,849,257.73

Current assets: \$2,889,591.73 (Monthly income: \$40,334.00 liabilities: \$1,742.30

Total Assets: \$2,928,001.44)

Ms. Andrews moved to approve the monthly financial reports. Mr. Patterson 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 significant progress in October following a data correction from September's report (previously a numerical-to-percentage conversion error). October reflected strong engagement with industry partners, driven by a focused pre-holiday outreach strategy.

Industry Visits: Completed 16 business visits in October, strengthening engagement with local industries and gathering feedback on current needs, workforce priorities, and potential expansions for 2025. Efforts also included partnering with agencies to support displaced workers affected by recent facility closures.

Workforce & Industry Engagement Events:

- Industry Tour (November): Hosting Henry County Schools' work-based learning instructors and advisory council members at Clark Dietrich and DHL.
- Tech Trek Event (Nov 10–11): Partnering with Southern Crescent Technical College; 20 industry partners invited, 11 confirmed, focused on connecting local talent with employer needs.
- Expansion Projects:
Supporting workforce alignment for NewCold and Luxottica and strengthening school–employer partnerships for targeted talent placement.

Community & Leadership Engagement:

Participated in Leadership Henry Economic Development Day, highlighting key industrial areas.

- **Upcoming Event:**
 - **BRE Holiday Social (Post–Next December Board Meeting):**
 - Appreciation event for industry partners.
 - Informal networking lunch to celebrate partnerships and discuss support for the coming year.

Additional Notes:

- Mention of **Agriculture Education Scholarships** (Southern Water District Board): Up to **\$1000 scholarships** for high school seniors pursuing agricultural studies; Ms. Hall to share details with schools.

Marketing and Communications Report: Abigail Watkins

Social Media and Branding Update

Review of activity from **October 15–31**, our social media posts performed well overall.

- **Rebranding Progress:**
Final logo package received from *Williams & Houston Media* on **October 9**
Social media logos and graphics finalized on **October 16**
Site map and design for the new **Choose Henry** website received **October 24**
Website design **approved November 9**, with development now underway

Target relaunch: *January 2026*

Tech Trek Promotion

Final post for the *Tech Trek* initiative will go out after today's meeting.
Eleven leads have been generated to date, with a goal of reaching twenty.
Additional email outreach efforts are continuing.

Social Media Performance

Due to technical issues, a **new Instagram account** has been created:
@ChooseHenryGeorgia (fully written out)

Facebook: 5.4K post views in October

LinkedIn: 1.6K impressions

12 posts published during the reporting period

Newsletter Performance (October Edition)

- **431 emails sent, 386 delivered successfully**
Open rate: 46.1%
Bot clicks: 723 (caused by corporate email security filters)
Efforts are underway to make the newsletter more interactive and increase genuine engagement.

Strategic Planning and Coordination

- Continuing to align the marketing strategic plan with county initiatives.
Ongoing tracking and analysis of social media performance metrics.

Additional Updates

- New **email signatures** have been implemented for all team members and will also be shared with board members.
- Two potential taglines are under consideration for the Henry County Authority (HCA):
 1. *"The Future Moves Through Henry"* — inspired by the region's I-75 corridor.
"Success in the Southeast."
Feedback is welcome on the preferred option.

IX. COMMISSION DISTRICT REPORTS

District 1 No report

District 2 No report

District 3 Mr. Ausband spoke about the change in Leadership in McDonough.

District 4 Mr. Patterson spoke about the ARC Briefing and Data Center Discussion

Piedmont Henry Urgent Care:

A new urgent care facility has opened on Highway 42. It's a great addition to the community and provides convenient access to medical services.

ARC Meeting Summary

Mr. Patterson stated that he and Mr. Marshall attended the ARC meeting, where re-elected member Merrick Dickerson highlighted innovation efforts, including Atlanta's use of data centers and AI to drive growth. Consistent communication with all commissioners—especially those not present—is essential to avoid misunderstandings on major regional initiatives such as data centers.

In my monthly meeting with my commissioner, Mr. Patterson said he confirmed there is **no current data center moratorium**. Earlier confusion stemmed from FAA-related funding issues, which were recently resolved. I asked about the planned 2,000-acre Airport Activity Center. It is still unclear whether the Development Authority or the county will finance it.

- Infrastructure needs may be funded through county bonds.
- Individual projects may require their own qualification or financing.
- SPLOST votes will outline associated projects for tracking.

Next Steps

- Share consistent updates with all commissioners on ARC topics and data center developments.
- Clarify funding options for the airport activity center with the county and Development Authority.
- Continue monitoring regional innovation and infrastructure efforts.

District 5 Ms. Andrews reported that Commissioner Lewis will be hosting a Town Hall at the North Mount Carmel Recreation Center — Ms. Hill will be serving on the panel.

County At-Large: Mr. Marshall gave an update on ARC Meeting and Regional Trends. He states that he, Mr. Ausband and Mr. Patterson attended. Several key regional concerns were highlighted to include: Housing affordability, traffic, the economy and crime rates. These issues were identified as common challenges across the metro region. The ARC meeting also reinforced the ability to manage growth, and maintain economic competitiveness while continuing to attract technology and data-driven industries.

The **ARC Excellence Award** went to **Clayton County**. Although disappointing, it was noted that **Henry County remains one of the fastest-growing counties** in the ARC region.

Regional Data Highlights:

- Average rent across the metro area: **\$1,700 per month**
Average home price: **\$400,000**
481,000 new jobs have been created within the region
Metro Atlanta ranks as the **second-largest pass-through market for data centers** nationwide

Guest and County Representation:

- **Jonathan Turner from Lineage Logistics** attended on behalf of Henry County industries. County representatives included Commissioners Kevin Lewis and Michael Price and Jonathan Penn, Director of Parks and Recreation. **Chair Harrell** was also in attendance and provided comments.

Local Election Note:

- The **City of Stockbridge** elected a **22-year-old mayor**, marking him one of the youngest elected officials in the area.

X. EXECUTIVE SESSION

Mr. Ausband made a Motion to enter Executive Session at 9:23 a.m. which was seconded by Ms. Andrews and unanimously approved.

Ms. Andrews made a Motion to exit Executive Session at 9:42 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 BOND VALIDATION DOCUMENTS FOR PROJECT SUNSHINE - NEXUS CIRCULAR 2025

Mr. Chairman, having first ascertained that there are no conflicts of interest, I Move that the HCDA adopt the Bond Resolution and Related Documents regarding Project Sunshine, 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.

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. Crow. The Motion passed unanimously.

MOTION TO RATIFY DOCUMENTS ASSOCIATED WITH THE TEFRA HEARING FOR FAIRVIEW TERRACE

Mr. Chairman, having first ascertained that there are no conflicts of interest, I Move that the HCDA ratify the documents associated with the TEFRA Hearing held on behalf of Fairview Terrace, 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.

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. Crow and seconded by Ms. Andrews. The Motion passed unanimously.

XII. OLD BUSINESS

XIII. NEW BUSINESS

Ms. Hill requested approval for the Echo Park Speedway suite rental for industry and partner appreciation.

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

XIV. ADJOURNMENT

Ms. Andrews moved to adjourn. Mr. Crow seconded. The motion passed unanimously. The next meeting is scheduled for December 3, 2025. The meeting adjourned at 9:51 a.m.

