DEVELOPMENT AUTHORITY OF FULTON COUNTY
REGULAR MEETING HELD ON
TUESDAY, APRIL 26, 2022 AT 2:00 P.M.
IN THE SUITE 2052 (PEACHTREE LEVEL) CONFERENCE ROOM
FULTON COUNTY GOVERNMENT CENTER BUILDING

MINUTES

Present were the following Members of the Authority:

Mr. Michel M. Turpeau – Chairman
Mr. Brandon Beach – Vice Chairman
Mr. Kyle Lamont – Secretary
Mayor Mike Bodker – Treasurer
Mr. Tom Tidwell – Board Member
Ms. Pinky Cole – Board Member
Ms. Erica Long – Board Member

Members Absent: Dr. Mike Looney – Board Member

Also present were Ms. Sarah-Elizabeth Langford, Interim Executive Director of the Authority, Ms. Sandra Z. Zayac, Ms. Lauren W. Daniels and Ms. Eunice Lim, attorneys for the Authority, and Ms. Marva Bryan, Ms. Doris Coleman and Ms. Sabrina Kirkland, staff of the Authority.

Mr. Lamont gave the invocation and Chairman Turpeau called the meeting to order at approximately 2:12 p.m.

RECOGNITION OF VISITORS: Also present were Commissioner Hausmann, Mr. Samir Abdullahi of Select Fulton, Mr. Fred Hoffman of Commissioner Ellis’ office, Ms. Jenn Thomas of Commissioner Morris’ office, Fulton County Manager Mr. Dick Anderson, Chief Financial Officer of Fulton County Ms. Sharon Whitmore, Mr. Jim Stevens and Ms. Diana Reddy of On-Call Accounting, and Mr. Julian Bene of Fulton County.

COVID-19 UPDATE, GROUND RULES AND PUBLIC COMMENT: Chairman Turpeau explained that while this Regular Meeting was being conducted in person and open to the public, the Authority also had a Zoom videoconference and teleconference line available for the public in accordance with the Open Meetings Act (O.C.G.A. Section 50-14-1 (g)) in light of concerns surrounding the spread of COVID-19 in Fulton County and nearby communities and pursuant to President Biden’s National Emergency Concerning Coronavirus Disease 2019 (COVID-19) Pandemic and DAFC’s finding that COVID-19 conditions continue to exist in Fulton County. Chairman Turpeau further explained that in the event a quorum of Members are unable to attend in person due to COVID-19 precautions and related conditions not conducive to in-person appearance, the Regular Meeting would be held with a quorum of Members participating by videoconference/teleconference, in compliance with O.C.G.A. Section 50-14-1(g).

Chairman Turpeau explained the ground rules for participating in the Zoom videoconference and teleconference meeting and announced that the Authority had made recent updates to the public comment process. Chairman Turpeau announced that the public could visit the homepage of the DAFC website at www.developfultoncounty.com for more information on how to submit a public comment.

Chairman Turpeau further announced that any guests that would like to be recognized as being present for the Regular Meeting should also send an email to Doris.Coleman@fultoncountyga.gov so that their
MINUTES: Upon a motion made by Mayor Bodker, which was seconded by Mr. Lamont, the Authority unanimously agreed to consider and vote on the approval of the minutes for the Regular Meeting held on March 22, 2022, the Special Call Meeting held on April 7, 2022 and the Special Call Meeting/Strategic Planning Retreat held on April 13, 2022 at the next Regular Meeting to be held on May 17, 2022.

APPROVAL OF MEETING AGENDA: Upon a motion made by Mayor Bodker, which was seconded by Mr. Lamont, the Authority unanimously approved the agenda as presented.

PUBLIC COMMENTS: Chairman Turpeau announced that the Authority’s staff had received no public comments in advance of this Regular Meeting.

OLD BUSINESS: None.

NEW BUSINESS: Letter of Inducement for P9/Flat Shoals, LLC (“P9/Flat Shoals”). Ms. Allison Dyer of Holland & Knight LLP and Mr. Ben Hautt and Mr. Isaac Weeks of Stream Realty Partners appeared in connection with the request to approve a letter of inducement for the issuance of $28,480,804 in taxable revenue bonds to finance the development of an approximately 360,180 square foot speculative industrial warehouse building, to be located at 4797 Flat Shoals Road in the City of Union City. More specific details are described in the Fact Sheet included as part of this item posted on the Authority’s website. The Board considered the need for the incentive in facilitating the project and considered the market forces affecting the project’s feasibility. Upon a motion made by Vice Chairman Beach, which was seconded by Mayor Bodker, the Authority voted against the letter of inducement for P9/Flat Shoals, with the exception of Vice Chairman Beach and Mayor Bodker who voted yes.

REPORTS AND PRESENTATIONS: Select Fulton Overview. Mr. Samir Abdullahi appeared to present on the work Select Fulton is carrying out to bolster economic development in Fulton County and on how the Authority can utilize and work in conjunction with Select Fulton to amplify its efforts and impact. Mr. Abdullahi highlighted in particular the tools and programs Select Fulton uses for business recruitment, retention and expansion, as well as for marketing and workforce development. More specific details are included in the presentation, a copy of which is attached hereto as Exhibit A. The Board thanked Mr. Abdullahi for his presentation and agreed that the Authority should continue to strengthen its partnership with Select Fulton as there are overlapping opportunities and aligned goals.

Update from the Interim Executive Director. Ms. Langford updated the Board on her recent speaking engagements on behalf of the Authority, including the Fireside Chat at the North Fulton Chamber of Commerce. Ms. Langford also informed the Board on updates regarding the Attainable Fulton Program and pending feedback. Ms. Langford concluded her update by announcing potential upcoming economic development opportunities in South Fulton related to the film and entertainment industry and opportunities for mixed-use development.

Committee Updates. On behalf of the Financial Review/Audit Committee, Mayor Bodker provided information on the March 2022 financials and informed the Board that he was working with staff to actively monitor and create a pipeline report for active projects. Mayor Bodker also provided updates on the Committee’s budget policy, which is currently in draft stages and will be presented before the Board at a later date. The policy aims to: (i) adopt a fund balance reserve with a floor of 12 to 18 months of operating
expenses and a ceiling of 24 months of operating expenses plus cash flow; and (ii) formalize a formula for allocating funds to different priorities. On behalf of the Strategic Initiative Committee, Mr. Lamont informed the Board that the Committee is considering an investment request from the Prince Hall Masonic Lodge, which seeks to restore the historic Prince Hall Masonic Lodge located at 330 Auburn Avenue that once housed Dr. Martin Luther King Jr.’s Southern Christian Leadership Conference office. Ms. Langford announced that she is working with the Committee to create a more streamlined application process for organizations interested in seeking an investment from the Authority. On behalf of the MFBE Committee, Ms. Long updated the Board that the Committee is planning to meet this month and is continuing to work with staff to track projects’ compliance with MFBE requirements. Lastly, on behalf of the Executive Committee, Chairman Turpeau announced that he had no updates to report.

NEXT MEETING:
Chairman Turpeau announced that the Authority’s next Regular Meeting is scheduled for Tuesday, May 17, 2022 at 2:00 p.m. and that the Regular Meeting would likely be held in person, and reminded the public to visit the Authority’s website at http://www.developfultoncounty.com for updates on upcoming meetings.

A motion to adjourn the meeting was made by Mayor Bodker, seconded by Mr. Lamont, and approved by all Members present.

There being no further business to discuss, the meeting was adjourned at approximately 3:51 p.m.

Kyle Lamont
Mr. Kyle Lamont, Secretary
Exhibit A

(See attached)
Select Fulton: Who We Are

SELECT FULTON IS THE ECONOMIC and WORKFORCE DEVELOPMENT INITIATIVE FOR FULTON COUNTY

$3.5M Budget
- 15 Fulton Staff
- 22 Provider Staff

2021 ANNUAL IMPACT

BUSINESS
- 100+ Active Projects
- 20,000 new; 7,000 retain
- $4-5B new investment
- Convert 10-20% to Located

WORKERS
- 250+ Adults Credentialed
- 150+ Youth gain GED
- 70% employment rate

BUSINESS AND COMMUNITY DEVELOPMENT

TALENT AND TRAINING

SELECT FULTON

FULTON COUNTY

WORK SOURCE GEORGIA

Connecting Talent with Opportunity. Applied to the Jobs of Georgia's Future Workforce
Select Fulton: Fulton By The Numbers

FULTON COUNTY IS HOME TO THE LARGEST CONCENTRATION OF OFFICE, INDUSTRIAL AND RETAIL REAL ESTATE IN GEORGIA

PROPERTY VALUES

$126B 1. Fulton County
$70B 2. Gwinnett County
$69B 3. Cobb County

EXISTING REAL ESTATE

OFFICE 152M Sq Ft
INDUSTRIAL 148M Sq Ft
RETAIL 72M Sq Ft

Fulton County Residents

1/6 Residents
6% Land Area
ATL MSA

Fulton County Workers

1/3 Jobs
2/5 Wages

15 Distinct Cities

10 Headquarters

19 Headquarters

$126B

1. Fulton County

$70B
2. Gwinnett County

$69B
3. Cobb County

152M Sq Ft
148M Sq Ft
72M Sq Ft

1/6 Residents
6% Land Area

1/3 Jobs
2/5 Wages

Select Fulton: Fulton By The Numbers
Encourage High-Wage / High-Skilled Jobs + Increase Capital Investment in Community = Fiscal Security
Select Fulton: Fulton By The Numbers

Q1 2022 Project by Industry Type

Logistics/Supply Chain
Global Commerce
Life Science/Health IT
Film & Entertainment
Fintech
Select Fulton serves as the single point of contact for economic development services for the County and its 15 cities.
Select Fulton: How Do We Practice Economic Development?

Business Recruitment, Retention, and Expansion

- Site selection services and tools
- Customized Market Research
  - Workforce and Labor Pool Statistics
  - Economic and Demographic Data and Trends
  - Local Industry Cluster Industry Research and Information
- Existing industry and ecosystem engagement
- Targeted industry support
Select Fulton: How Do We Practice Economic Development?

Marketing and Public Relations

- Local and targeted industry marketing;
- Fulton storytelling campaigns;
- Social and digital media;
- Industry trade shows and events
Select Fulton: How Do We Practice Economic Development?

Entrepreneur and Small Business Support

- Empowering Entrepreneurs Series
- MFBE Targeted Small Business Loans
- SBA Community Navigator Pilot Program – Technical Assistance
- Sizeup Small Business Intelligence
- Small Business Week – May 4th @ 9AM
Strategic Redevelopment

- Tax Allocation District Policy
- Fulton Industrial Boulevard
  - Blighted property acquisition
  - Georgia Opportunity Zone Application

Parcels in 2022 Opportunity Zone
Select Fulton: How Do We Practice Economic Development?

GREAT SUCCESS TOGETHER!

HQs

Tech Centers

Logistics

Microsoft

VISA

asos

discover fashion online

Azure

Cisco

Amazon

Fanduel

Micron
Mission
WorkSource Fulton provides economic stability and sustainability for citizens through training, career counseling and linkages to job opportunities.
Select Fulton: How Do We Practice Workforce Development?

WORKFORCE WEDNESDAYS

MOBILE CAREER CENTER

FREE Career Services!

WorkSource Fulton will be on-site every week at a set location

WHAT WE OFFER

• Job Search Assistance
• Resume Writing
• Job Training
• Digital Literacy Training

SCHEDULE & LOCATION

1st Wednesday
College Park Marta Station
3800 Main St, Atlanta, GA 30337

2nd Wednesday
Goodwill Career Center
6175 Old National Hwy, Atlanta, GA 30349

3rd Wednesday
Roswell United Methodist Church
614 Mimosa Blvd, Roswell, GA 30075

Every Wednesday
9:00 am - 3:30 pm

LEARN MORE: SelectFultonCounty.com/MobileCareerCenter
Select Fulton: How Do We Practice Workforce Development?

23 Members

- Healthcare
- Film
- Construction
- Transportation Distribution & Logistics
- Workforce & Education
- Information Technology
Select Fulton: How Do We Practice Workforce Development?
Program Enhancements (2018-2022)

AUDIT: US DOL COVID Recovery Readiness Review
- Determination of “Ready” on 24/24 Metrics evaluated by US DOL to respond to challenges of COVID and support re-employment efforts

PROGRAM SUCCESS: Efficiency in Program Service Delivery
- Job Seeker time spent in program has been reduced from 112 weeks in 2018 to 79 weeks in 2022. The State Average is 92 weeks.

FLEXIBILITY: Serving Fulton Residents During COVID
- Career Centers re-opened March 2021;
- Dedicated drivers to Mobile Career Center in operation in numerous locations for customers unable to travel to Career Center

JOBS: Improved Employment Outcomes
- Job Placements and Earnings have increased year over year during the contract, both in number of Fulton residents completing training programs and the percent of successful completions
Select Fulton: The Model in Action

MAJESTIC REALTY CO.

- Majestic Airport Center IV
  - $250M Investment
  - 2.7M SQFT, 3 Buildings

- Largest British E-Commerce Retailer

- PHASE I
  - $40M Investment
  - 1,600 jobs

- PHASE II
  - $100M Expansion

DAFC issues Tax Incentive for Majestic Realty to get Airport Center up Spec

Recruitment with State and Regional Partners to recruit ASOS (Freeport for E-Commerce)

Conducting Hiring Fairs for ASOS to get Fulton residents jobs

Expansion with State and Regional Partners to invest in Fulton vs. West Coast Facility