

**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](http://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](mailto:Doris.Coleman@fultoncountyga.gov) so that their



attendance may be formally documented in the minutes. Chairman Turpeau invited the public to visit the homepage of the DAFC website at [www.developfultoncounty.com](http://www.developfultoncounty.com) for the most up-to-date information regarding DAFC meetings.

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 Hault 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 Overview

## Fulton County's Economic and Workforce Development Initiative



April 26<sup>th</sup>, 2022



**1. Who We Are**

**2. Fulton By The Numbers**

**3. How Do We Practice Economic and Workforce Development?**

**4. The Model in Action**



## 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



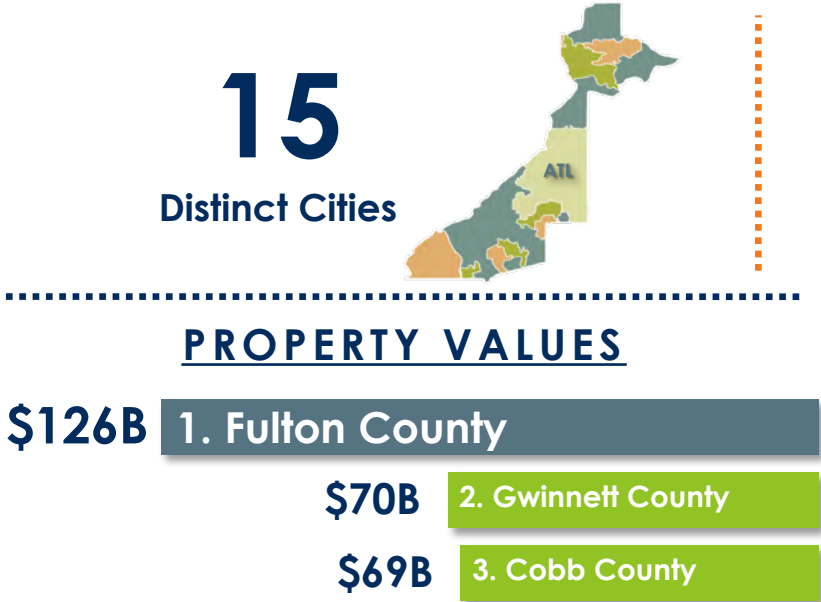
### WORKERS

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

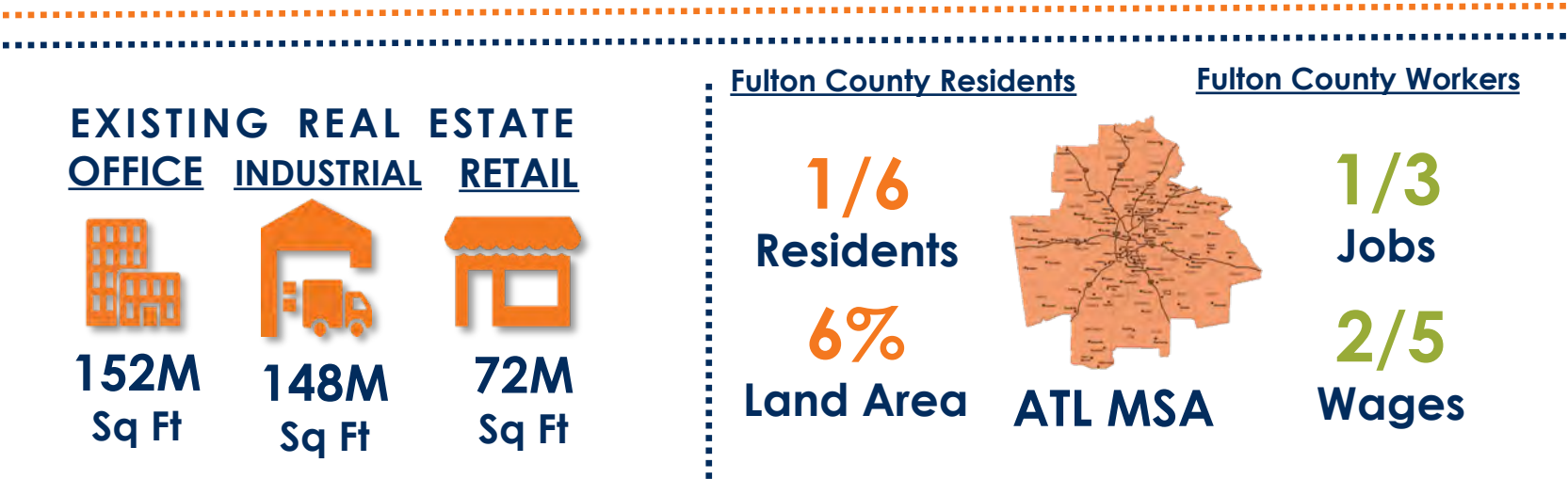
BUSINESS AND  
COMMUNITY  
DEVELOPMENT

TALENT AND  
TRAINING

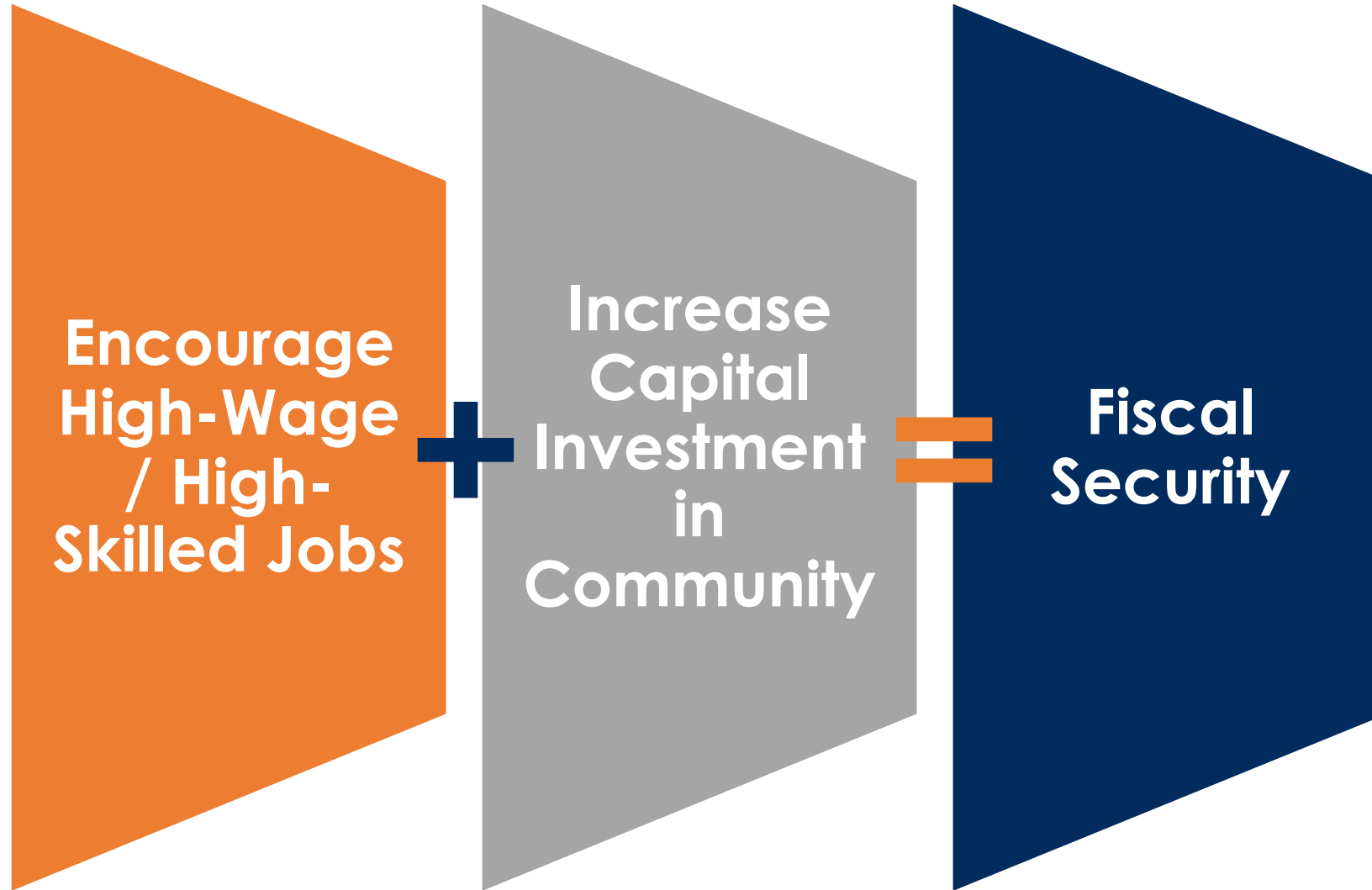




FULTON COUNTY IS HOME TO THE **LARGEST** CONCENTRATION OF **OFFICE, INDUSTRIAL AND RETAIL** REAL ESTATE IN **GEORGIA**











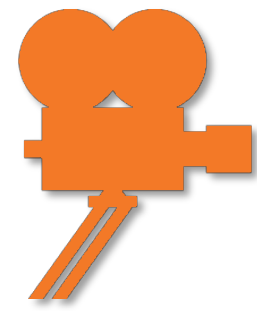
Logistics/  
Supply Chain



Global  
Commerce



Life Science/  
Health IT

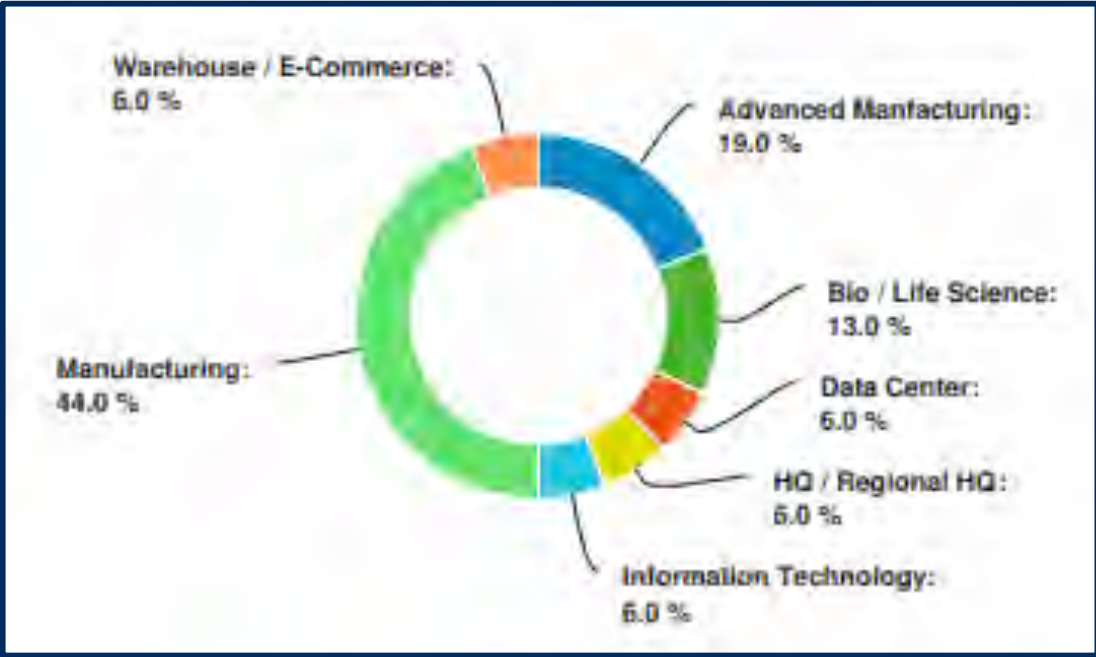


Film &  
Entertainment



Fintech

## Q1 2022 Project by Industry Type







Select Fulton serves as the single point of contact for economic development services for the County and its 15 cities



Business Recruitment, Retention, and Expansion



Marketing Storytelling

Entrepreneurship and Small Business Support



Strategic Redevelopment



## 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



CoStar Group™



ESRI®



CHMURA



ED Lead Tracker







## Marketing and Public Relations

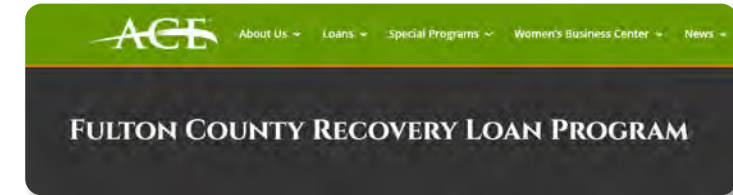
- Local and targeted industry marketing;
- Fulton storytelling campaigns;
- Social and digital media;
- Industry trade shows and events





## 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

**RENEW**  
**THE DISTRICT**




## GREAT SUCCESS TOGETHER!


ATLANTA  
BUSINESS CHRONICLE

DEAL OF  
THE YEAR

LIVE




Best in  
Real Estate  
Awards


 Microsoft

PROJECT PARTNERS:

- CBRE
- T. Dallas Smith & Company
- Integral
- K&L Gates
- Eversheds Sutherland US.
- The Development Authority of Fulton County
- Select Fulton
- Hines



Michel Turpeau  
President, The Rand Group and Board Chair, Development Authority of Fulton County



Samir Abdulla  
Deputy Director, Economic Development, Select Fulton

### HQs



### Tech Centers



### Logistics





## Mission

WorkSource Fulton provides economic stability and sustainability for citizens through **training, career counseling and linkages to job opportunities.**

## FOCUS



Adult



Dislocated



Youth



# 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

Every Wednesday  
9:00 am - 3:30 pm

#### 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  
814 Mimosa Blvd, Roswell, GA 30075

LEARN MORE: [SelectFultonCounty.com/MobileCareerCenter](https://SelectFultonCounty.com/MobileCareerCenter)



## 23 Members



Healthcare



Film



Construction



Transportation  
Distribution &  
Logistics



Workforce &  
Education



Information  
Technology



# Select Fulton: How Do We Practice Workforce Development?





## 2021 Annual Report Goodwill of North Georgia

### MISSION SPOTLIGHT

#### DIGITAL SKILLS TRAINING FOR NEW OPPORTUNITIES



Working as a customer service representative, Veronica spent her days talking to clients and assisting them over the phone. While she enjoyed her job, she dreamed of branching out into a new career. However, without any experience and limited skills, she didn't know how to make her dream a reality. Fortunately, her partner told her about the Technology Careers Program and encouraged her to apply.

Veronica was hesitant to submit her application at first. With very little tech experience, she thought there was no way she would be accepted into the program. But when she applied, she was surprised to find out that she had been accepted. She was excited to start her new journey and was looking forward to learning new skills and gaining experience in the tech industry.



## 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

