



Development Authority of Dawson County
Regular Meeting
9:00 AM
April 28, 2020
Remote Meeting via Videoconference

Call to Order	Tony Passarello
Special Presentations	
<ul style="list-style-type: none">• University of Georgia College of Engineering• GIS Webtech – Ron Bertasi	
Announcements	Tony Passarello
Approval of the Quorum & Attendance	Tony Passarello
Approval of the Agenda	Tony Passarello
Approval of the Minutes	Tara Hardwick
<ul style="list-style-type: none">• February Regular Meeting Minutes	
Financial Report	Mike Ball
Old Business	Tony Passarello
<ul style="list-style-type: none">• Appalachian Regional Commission Grant Update	
New Business	Tony Passarello
Economic Development Report	Christie Moore/ Betsy McGriff
Ex-Officio Reports	
Adjourn	Tony Passarello



DEVELOPMENT AUTHORITY
OF DAWSON COUNTY

Development Authority of Dawson County
Meeting Minutes
February 4, 2020

Location: Dawson County Chamber Board Room, Dawsonville, GA.

Attendees: Brian Trapnell , Chair; Tony Passarello, Vice-Chair; Mike Ball (arrived at 9:55am/"2020 Budget"), Treasurer; Tara Hardwick, Secretary; Jere Allen; Calvin Byrd; Gary Coates; and Ex-Officios Brooke Anderson, Chris Gaines, Damon Gibbs (arrived 10:45am), & Christie Moore. Betsy McGriff attending as Director of Economic Development.

Absent: none.

Guest: none.

1. Call to Order. Called to Order at 9:01 a.m. by Brian Trapnell, Chair.

2. Announcements.

- A. Newly appointed board member Jere Allen was introduced.
- B. Headshots will be available by appointment at the Chamber this week.
- C. Chamber Gala discussion was tabled.
- D. Kroger Update: awaiting annual reporting on benchmark goals. Christie Moore added explanations about property taxes/inventory taxes. Kroger pays DADC directly and then we disburse the funds.
- E. Sign-in sheet was distributed.

3. Approval of the advertised Location, Quorum & Attendance. The Chair distributed a sign-in sheet and requested a motion that the meeting was being held in the duly advertised location, a quorum was reached, and board members signed and were in attendance. Confirmation was made that the meeting was submitted to Dawson News & posted. The Chair requested a motion for approval of the advertised location, quorum & attendance. Motion to approve advertised location, quorum and attendance was made by Tony Passarello. Seconded by Calvin Byrd. Passed 6-0. Allen, Byrd, Coates, Hardwick, Passarello, and Trapnell in favor. None opposed.

4. Approval of the Agenda. The Chair requested a motion on the draft agenda (previously provided to the Board electronically and with hard copies available at the meeting). Motion to approve the agenda was made by Gary Coates. Motion was seconded by Calvin Byrd. Passed 6-0. Allen, Byrd, Coates, Hardwick, Passarello, and Trapnell in favor. None opposed.

5. Approval of the Minutes. The Chair opened the floor for discussion of the regular meeting minutes of the October 22, 2019 meeting, as previously provided to the Board electronically with hard copies available at the meeting. Motion by Tony Passarello to accept the October 22, 2019 minutes as written. Gary Coates seconded the motion. Passed 6-0. Allen, Byrd, Coates, Hardwick, Passarello, and Trapnell in favor. None opposed.

6. Approval of the Financials. Christie Moore, in Mike Ball's absence, presented a general overview of the financial statements. Motion by Calvin Byrd to accept the DADC February 4, 2020 Financial Reports as presented. Seconded by Tony Passarello. Passed 5-1. Allen, Byrd, Hardwick, Passarello, and Trapnell in favor. Coates opposed.

7. Old Business.

A. Appalachian Regional Commission Grant Update. Betsy McGriff gave an update of the status of the grant (see attached page 3 of the Quarterly Report). No motions made.

8. New Business.

A. Signing of Oath of Office & Conflict of Interest Policy. Documents completed by all board members.

B. Officer Elections. Brian Trapnell was thanked for his service as Chairman & a token of appreciation was presented by Christie Moore.

Motion by Gary Coates to nominate Tony Passarello as Chairman for 2020 year. Motion seconded by Calvin Byrd. Passed 6-0. Allen, Byrd, Coates, Hardwick, Passarello & Trapnell in favor. None opposed.

Motion by Gary Coates to nominate Calvin Byrd as Vice Chairman for 2020 year. Motion seconded by Tony Passarello. Passed 6-0. Allen, Byrd, Coates, Hardwick, Passarello & Trapnell in favor. None opposed.

Motion by Calvin Byrd to nominate Tara Hardwick as Secretary for the 2020 year. Motion seconded by Tony Passarello. Passed 6-0. Allen, Byrd, Coates, Hardwick, Passarello & Trapnell in favor. None opposed.

Motion by Tara Hardwick to nominate Jere Allen as Treasurer for the 2020 year. Motion seconded by Tony Passarello. Passed 6-0. Allen, Byrd, Coates, Hardwick, Passarello & Trapnell in favor. None opposed.

C. 2020 Budget. Motion was made by Calvin Byrd to accept the proposed 2020 budget (attached). Motion seconded by Mike Ball. Passes 7-0. Allen, Ball, Byrd, Coates, Hardwick, Passarello & Trapnell in favor. None opposed.

Staggering of Terms of Office. All current board members with the exception of two (Allen/2023 & Coates/2022) will end their term of service on December 31, 2020. In the interest of continuity, seamless transition and budgets, Calvin made a motion that current Chairman Passarello and past Chairman Trapnell will present a proposal of staggering the process to the Board of Commissioners. Motion seconded by Mike Ball. Motion passed 7-0. Allen, Ball, Byrd, Coates, Hardwick, Passarello & Trapnell in favor. None opposed.

D. Financial Policy Review. See attached “Financial Policy for Development Authority of Dawson County Chairman” Motion made by Calvin Byrd to add “any expense under 5135” made and withdrawn. Motion made by Jere Allen to add after “A spending limit up to \$5000”... *“per occurrence outside of normal operating expenses.”* Motion seconded by Hardwick. Passed 7-0. Allen, Ball, Byrd, Coates, Hardwick, Passarello & Trapnell in favor. None opposed.

10. Economic Development Report. Betsy McGriff gave a projects update, as well as an update on existing business engagement efforts, including networking and prospect development, workforce development, LOST & SPLOST updates and housing data (see attached report). No motions were made.

11. Ex-Officio Reports.

A. EWSA – Brooke Anderson. No updates. No motions were made.

B. School Board – Damon Gibbs reported that ESPLOST collections for one month around Christmas hit the \$1,000,000 mark. No motions were made.

C. Chamber of Commerce – see Economic Development Report. No motions were made.

D. County Government – Chris Gaines gave a TSPLOST update/overview. No motions were made.

12. Adjournment. The Chair opened the floor to entertain a motion to adjourn the February 4, 2020 regular meeting. Tara Hardwick made a motion to adjourn the February 4, 2020 regular meeting. Calvin Byrd seconded the motion. Passed 7-0. Allen, Ball, Byrd, Coates, Hardwick, Passarello, and Trapnell in favor. None opposed. Meeting was adjourned at 11:47 A.M.

Attachments to these minutes on file: Agenda, Meeting attendance sign-in sheet, Financial Reports, Draft Financial Policy, Proposed 2020 Budget, Economic Development Report.

Respectfully submitted,

Tara Hardwick, Secretary

Development Authority of Dawson County

04/27/20

Balance Sheet

Accrual Basis

As of April 27, 2020

	<u>Apr 27, 20</u>
ASSETS	
Current Assets	
Checking/Savings	
105 - 105-DADC Operating 7308	44,897.79
108 - UCBI 4585	10,512.00
Total Checking/Savings	55,409.79
Accounts Receivable	
Accounts Receivable	90,643.53
Total Accounts Receivable	90,643.53
Other Current Assets	
121 - Capital Lease Rec Current	18,607.29
Total Other Current Assets	18,607.29
Total Current Assets	164,660.61
Fixed Assets	
1152 - Furniture and Equipment	10,561.83
1154 - Accumulated Depreciation	-6,238.50
Total Fixed Assets	4,323.33
Other Assets	
120 - Capital Lease Rec N/C	244,586.29
Total Other Assets	244,586.29
TOTAL ASSETS	<u>413,570.23</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
130 Accounts Payable	34,393.53
Total Accounts Payable	34,393.53
Other Current Liabilities	
127 - N/P UCBI Current	18,607.29
Total Other Current Liabilities	18,607.29
Total Current Liabilities	53,000.82
Long Term Liabilities	
126 - N/P - UCBI 3578	244,586.29
Total Long Term Liabilities	244,586.29
Total Liabilities	297,587.11
Equity	
13900 - Retained Earnings	65,084.45
13901-Invested Capital Assets	4,323.00
Opening Balance Equity	-4,753.05
Net Income	51,328.72
Total Equity	115,983.12
TOTAL LIABILITIES & EQUITY	<u>413,570.23</u>

Development Authority of Dawson County

Profit & Loss Budget vs. Actual

04/27/20

Accrual Basis

January through December 2020

	Jan - Dec 20	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
305-Income			
1343-Kroger Capital Lease PILOT	34,393.53	34,379.00	14.53
1355-County Subsidy	112,500.00	217,000.00	-104,500.00
1360 Rental Income	10,132.20	30,396.00	-20,263.80
1370-Fee Income-Dawson Chamber	506.60	1,520.00	-1,013.40
305.2-Bond Fees-Kroger	1,500.00	1,500.00	0.00
Total 305-Income	159,032.33	284,795.00	-125,762.67
340-Interest Income			
1340 - Interest UCB 7308	14.72	97.00	-82.28
Total 340-Interest Income	14.72	97.00	-82.28
Total Income	159,047.05	284,892.00	-125,844.95
Expense			
5130-Operating Expenses (other)			
1901-Directors & Officers Insur	2,536.00	2,700.00	-164.00
Total 5130-Operating Expenses (other)	2,536.00	2,700.00	-164.00
5135-Projects			
1424 PILOT - Kroger	34,393.53	34,379.00	14.53
1430-Business Retention	0.00	5,000.00	-5,000.00
1440-Operating Reserves	0.00	11,900.00	-11,900.00
1451 - Chamber Building Loan	5,789.14	16,588.00	-10,798.86
1460-ARC Grant Fund	4,950.60	55,000.00	-50,049.40
1470-Project Fund	3,363.00	20,000.00	-16,637.00
1490-Workforce Development	825.00	5,000.00	-4,175.00
1517-Joint Development Authorit	0.00	2,000.00	-2,000.00
Total 5135-Projects	49,321.27	149,867.00	-100,545.73
5160-Training			
1605-Training/Conferences	750.00	10,000.00	-9,250.00
Total 5160-Training	750.00	10,000.00	-9,250.00
5200-Consulting & Legal Fees			
1502-Legal Fees	0.00	15,000.00	-15,000.00
Total 5200-Consulting & Legal Fees	0.00	15,000.00	-15,000.00
5210-Contract Services			
11210-Website	4,100.00	3,500.00	600.00
1505-Contract Services DCCC	46,668.00	140,004.00	-93,336.00
Total 5210-Contract Services	50,768.00	143,504.00	-92,736.00
5800-Interest Expense			
16700-Interest Chamber Building	4,343.06	13,812.00	-9,468.94
Total 5800-Interest Expense	4,343.06	13,812.00	-9,468.94
Total Expense	107,718.33	334,883.00	-227,164.67
Net Ordinary Income	51,328.72	-49,991.00	101,319.72
Net Income	51,328.72	-49,991.00	101,319.72



DEVELOPMENT AUTHORITY

OF DAWSON COUNTY



Quarterly Report
Q2-2020

PROJECTS UPDATE

PENDING PROJECTS

Project H: Existing millwork firm currently located in West Forsyth. Seeking expansion from 40,000 sq ft facility to 100,000 sq ft. Currently assisting with property identification—will need 8-10 acres. Current employment is approximately 50 FTE with average wages of \$14-\$14/hr. 12 –18 month timeline.

Project Fulfill: Existing firm looking to expand from 20,000 sq ft space to 50,000 sq ft (18 month timeline) and add 10 jobs. Staff continue to assist firm in determining appropriate location and other resources. **PROJECT WILL PROCEED, TIMELINE EXTENDED 6 MOS. ACTIVELY LOOKING FOR SPACE.**

Project K: Firm has property under contract to a 3rd party. No updates on potential relocation.

Project Go: Existing firm proposing 20,000 sq ft expansion on existing site. Estimated \$2.5M investment and 30 net new jobs. **PROJECT ON HOLD DUE TO COVID.**

Project Doc: Existing medical practice looking for additional space. Staff providing information on available land and buildings.

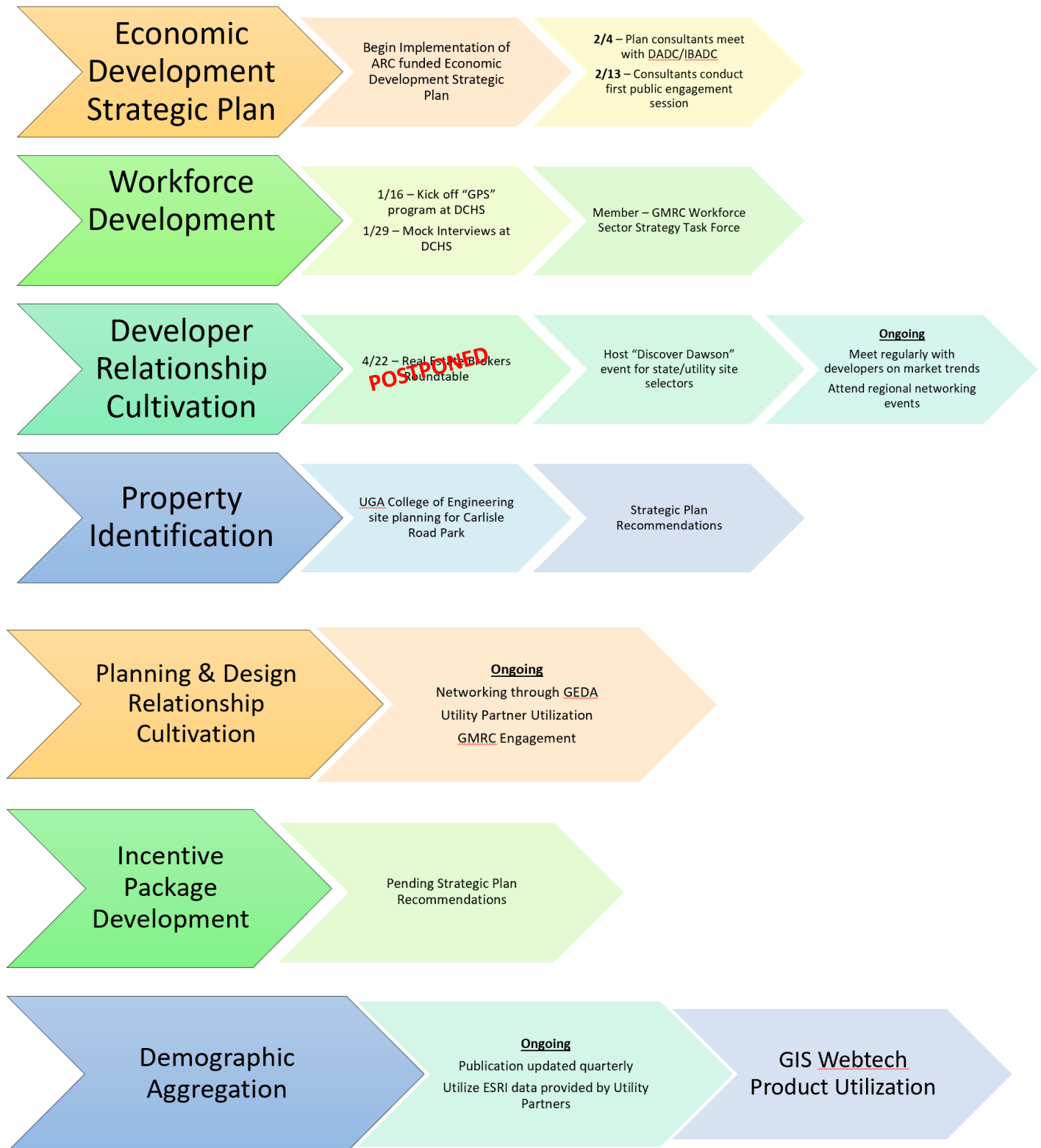
ANNOUNCED PROJECTS

BTD Expansion: Staff is assisting company officials with potential state grant funding applications for site development work, as well as workforce development initiatives related to upskilling the existing workforce and planning for expansion driven needs. BTD has closed on adjacent property but do not have a firm start date at this time.

Legacy Kroger: Launch Trampoline Park will occupy approximately 1/3 of the remaining space with a target opening Q2-2020 . Staff continues to work closely with Michael Walker, the Senior Leasing Agent for the property. Staff are working with the brokers/owners of both the Ryan's and Wendy's properties on maintenance and marketing issues.

North Georgia Premium Outlets: Outlets are planning to reopen in coming days and will employ strategic safety plan to ensure safety of shoppers and employees. Anchor store Saks Off Fifth has closed and is being replaced by West Elm. Other big announcements are expected but have been delayed due to current pandemic.

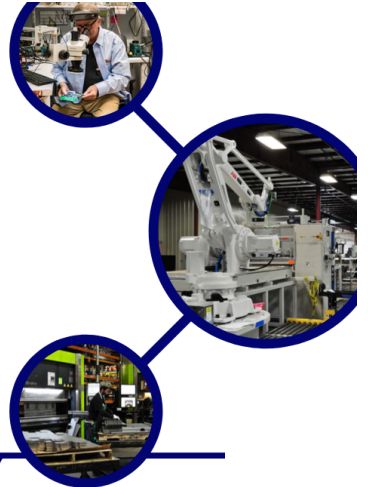
IGA ACCOUNTABILITY MATRIX



STRATEGIC PLANNING

Develop Dawson

Economic Development Strategic Plan



TIMELINE



TARGET INDUSTRY ANALYSIS

PARK LOCATION RECOMMENDATIONS

- Infrastructure placement
- Retail adaptive re-use

SITE MARKETING PLANS

RECRUITMENT INCENTIVE DEVELOPMENT

WORKFORCE HOUSING ANALYSIS

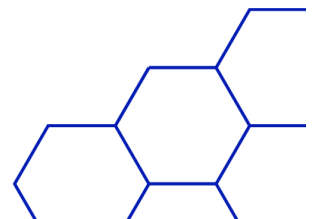
- Identification of housing gaps
- Recommendations for placement of housing options

PUBLIC PRIVATE PARTNERSHIP OPPORTUNITY EXPLORATION

COMMUNITY ENGAGEMENT

Develop Dawson

Strategic Plan Elements



STRATEGIC PLANNING

In Progress

- Data gathering + analysis for existing economic conditions and resources
- Integration of GIS files
- Identifying key development areas to focus industrial, commercial/retail and mixed-use development
- Retail market analysis
- Continued interviews with stakeholders regarding resources
- Team meetings to discuss potential opportunities and limitations

Next Steps

- Complete interviews and outstanding data collection
- Develop draft for internal circulation and discussion
- Discuss draft with DADC Leadership & Chamber Staff (late May)
- Presentation of the draft to the Development Authority (June).
- Revise report based upon feedback
- Finalize plan for presentation and submittal (July/August)



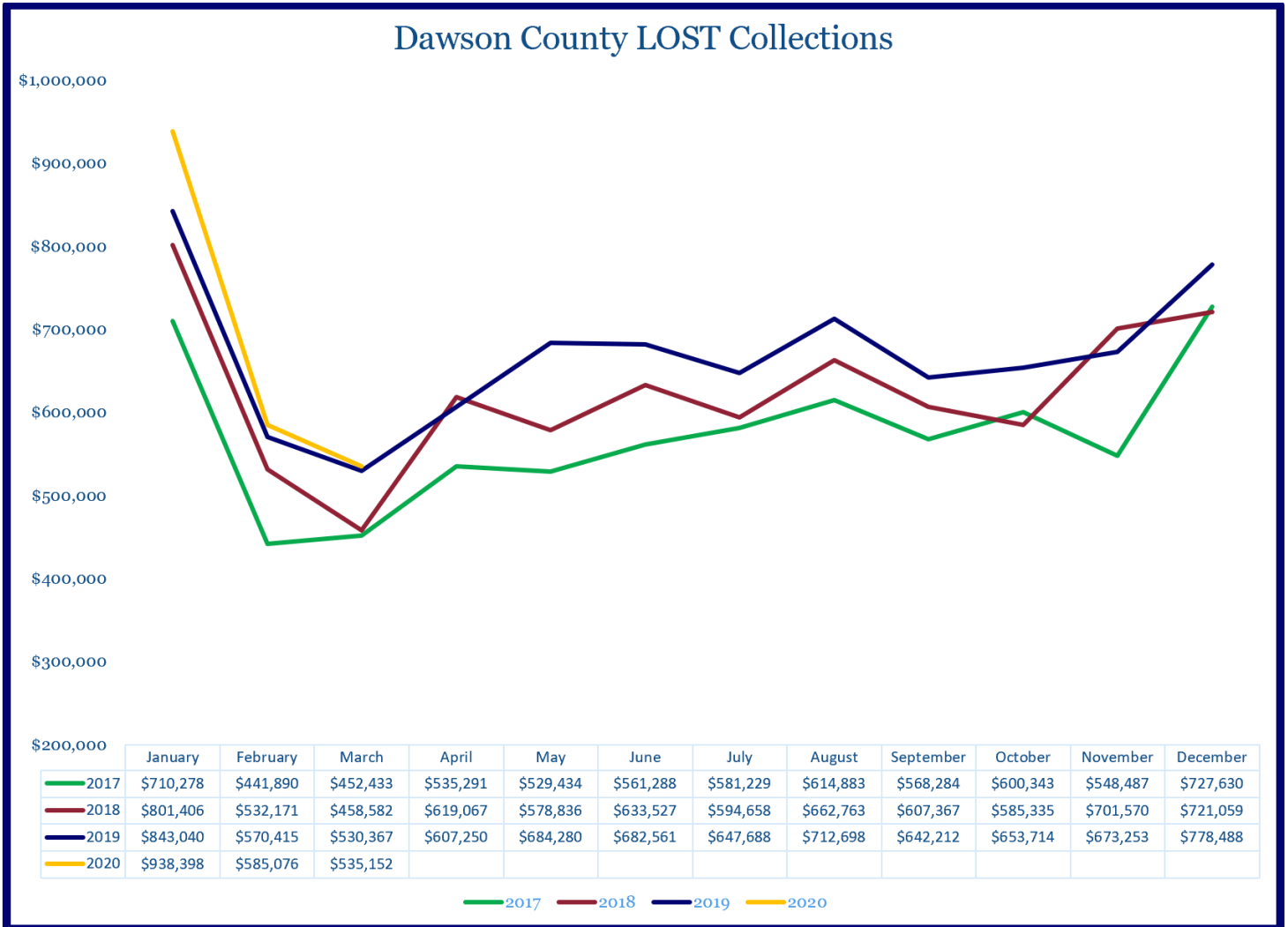
INDUSTRIAL LEADERS



- Lunch sponsored by Northside Forsyth
- Hosted at Premier Surplus
- 5 industries represented along with GDEcD & Worksource Georgia Mountains
- Two industries followed up for more information on establishing apprenticeships immediately following the event
- Second event at Atlanta Gear Works, date TBD (target August)



SALES TAX TRENDS - LOST



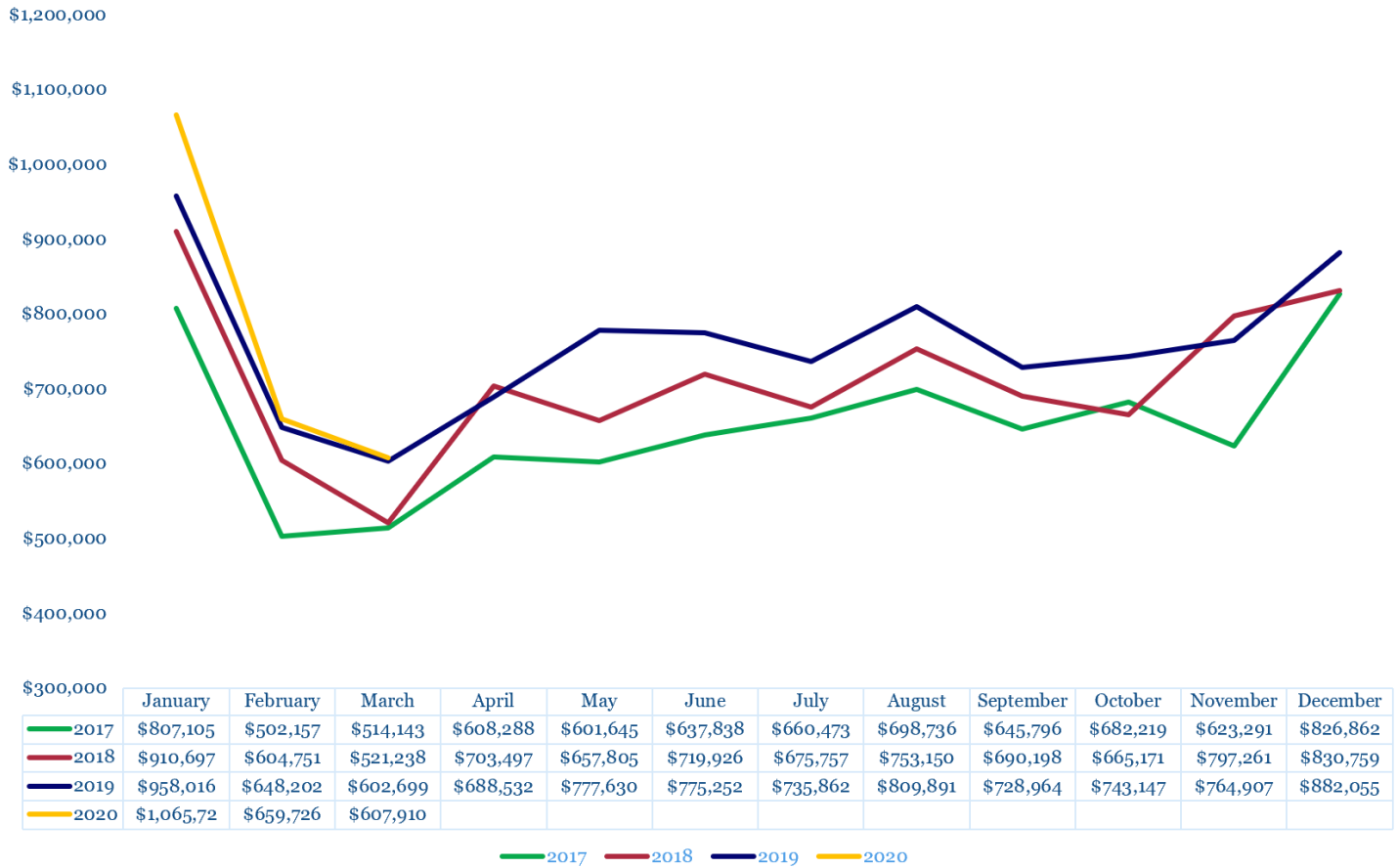
Despite current pandemic, Jan-March 2020 collections still showed a 5.9% increase over Jan-March 2019 collections.

2019 Dawson County LOST Collections were up **\$529,626 (6.6%)** over 2018.

2018 Dawson County LOST Collections were up **\$624,871 (8.3%)** over 2017.

SALES TAX TRENDS - SPLOST

Dawson County SPLOST Collections



Despite current pandemic, Jan-March 2020 collections still showed a 5.6% increase over Jan-March 2019 collections.

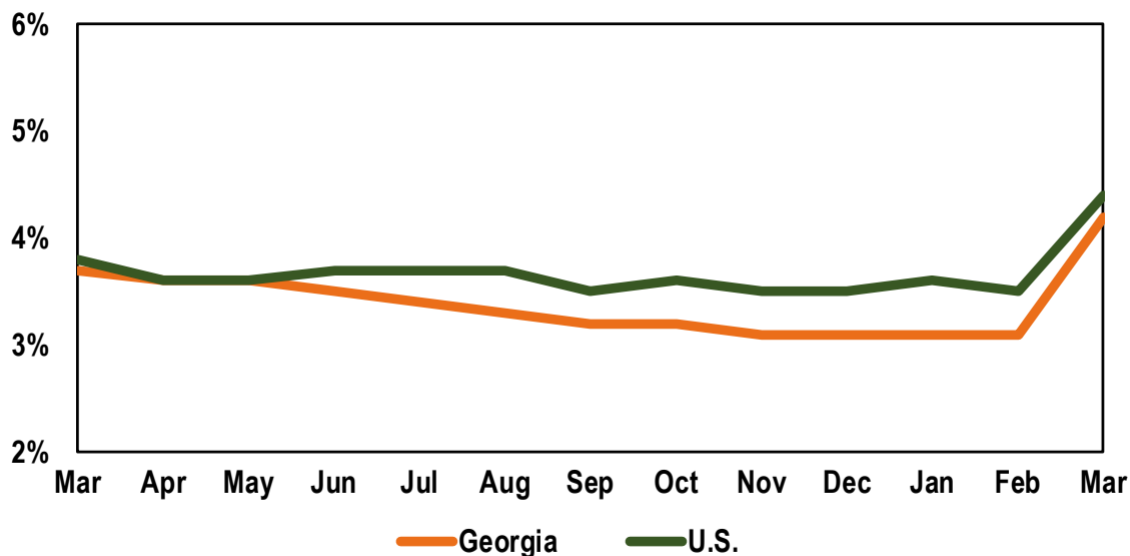
2019 Dawson County SPLOST Collections were up **\$584,948 (6.4%)** over 2018.

2018 Dawson County SPLOST Collections were up **\$721,656 (8.5%)** over 2017.

*** This data was taken from: <https://gtc.dor.ga.gov/>

EMPLOYMENT DATA—

Unemployment rates — Georgia and U.S.



UI Weekly Claims by Industry Georgia Mountains LWDA

NAICS	INDUSTRY	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020	Grand TTL
72	Accommodation and Food Services	12	31	118	3,266	6,212	4,195	13,834
62	Health Care and Social Assistance	9	12	73	1,115	3,001	2,267	6,477
31-33	Manufacturing	41	232	52	208	2,286	1,984	4,803
44-45	Retail Trade	32	13	26	350	2,222	1,972	4,615
99	Unclassified	10	7	27	264	2,447	930	3,685
56	Administrative and Support Services	24	45	63	355	1,398	1,122	3,007
81	Other Services (except Public Administration)	3	4	33	390	1,037	642	2,109
42	Wholesale Trade	15	12	9	113	735	521	1,405
71	Arts, Entertainment, and Recreation			7	340	523	336	1,206
54	Professional, Scientific, and Technical Services	6	11	19	183	488	411	1,118
23	Construction	32	81	37	116	453	286	1,005
61	Educational Services	1		4	163	406	268	842
48-49	Transportation and Warehousing	11	12	13	41	203	436	716
51	Information	8	8	26	59	331	200	632
53	Real Estate and Rental and Leasing		6	6	40	174	117	343
92	Public Administration	1	1	3	87	157	73	322
52	Finance and Insurance	4	5	3	17	115	100	244
55	Management of Companies and Enterprises	2		1	11	40	27	81
11	Agriculture, Forestry, Fishing and Hunting	1		2	12	27	9	51
21	Mining, Quarrying, and Oil and Gas Extraction	1	4			2	5	12
22	Utilities		1		1	1	1	4
	Total	213	485	522	7,131	22,258	15,902	46,511

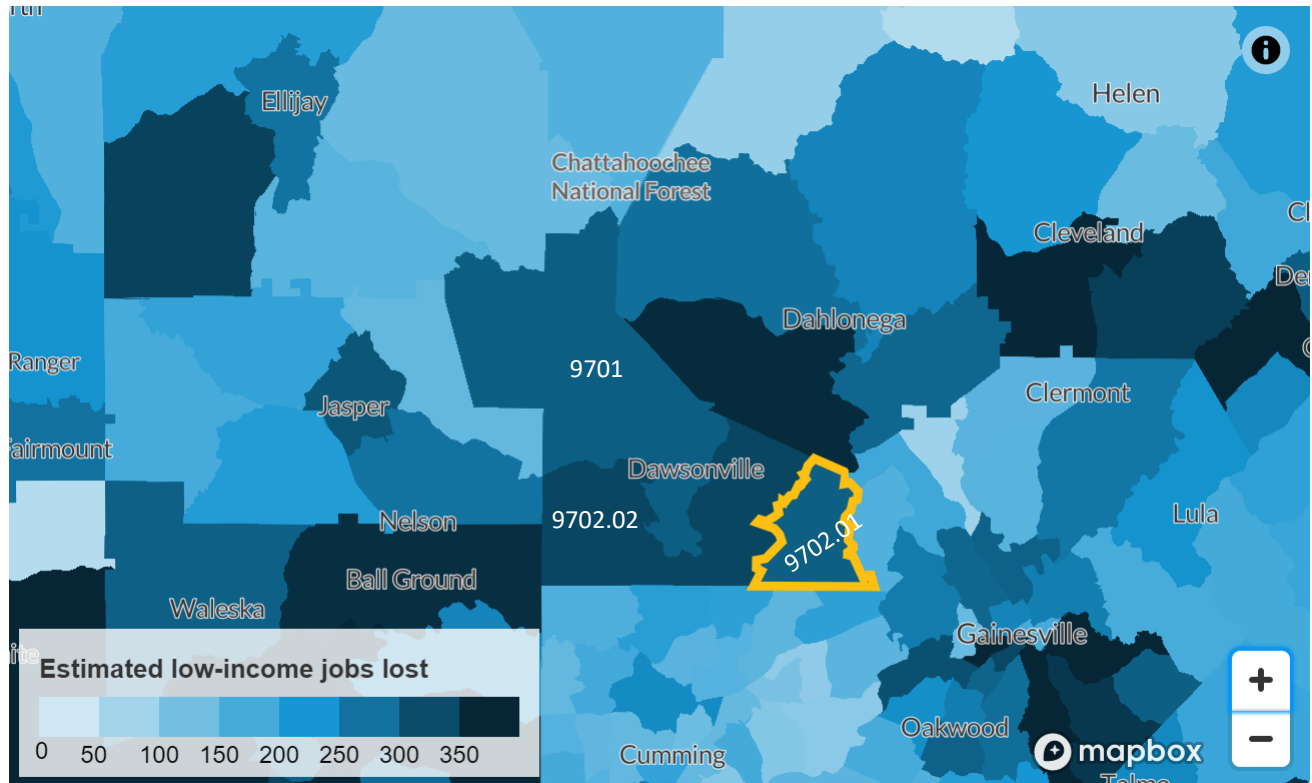
EMPLOYMENT DATA—LOCAL

	March 2020	Feb 2020	March 2019
Labor Force	12,420	12,502	12,061
Employed	11,976	12,148	11,670
Unemployed	444	354	391
Rate	3.6%	2.8%	3.2%

COVID-19 ECONOMIC IMPACT

Where Low-Income Jobs Are Being Lost to COVID-19

Source: Urban Institute, <https://www.urban.org/features/where-low-income-jobs-are-being-lost-covid-19>



Tract 9701—325

Tract 9702.01—324

Tract 9702.02—357

Estimates based on applied models.

CONCERNS

- Liquidity in small businesses
- Hospitality and Food Service taking worst hit
- Consumer spending moves further online and/or away
- What does the reopening of the economy look like?

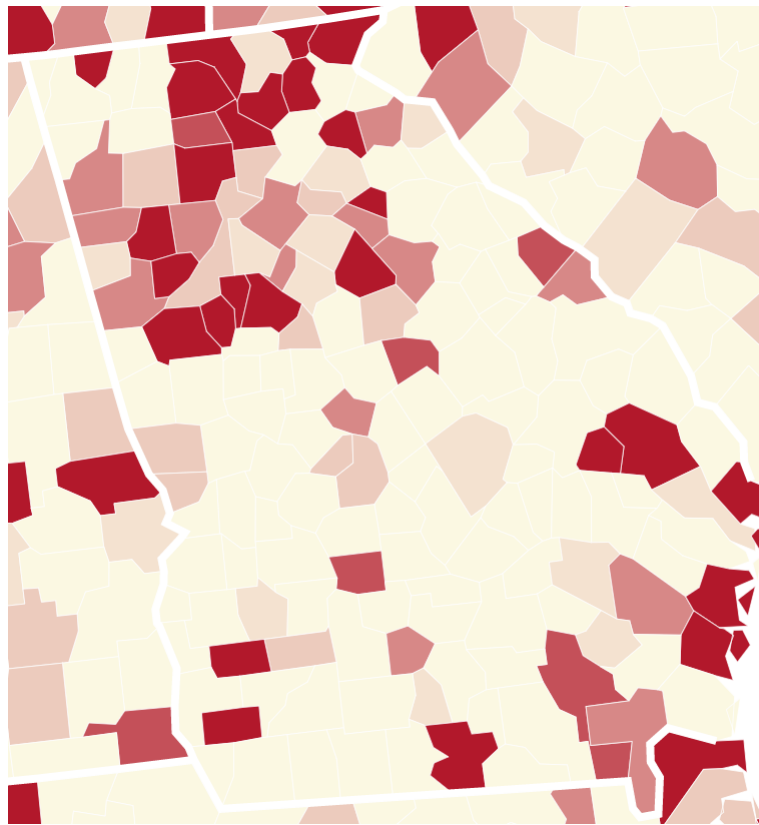
HOPES

- PPP and Small Business disaster relief grants/loans
- Private Equity looking for opportunities
- Curve appears to be flattening early. Serious discussions about easing into reducing the COVID measures ongoing
- A two month “lockdown” rebound could look like a Nike Swoosh and possibly only miss 2020 total retail sales vs total 2019 retail sales by 2-4%

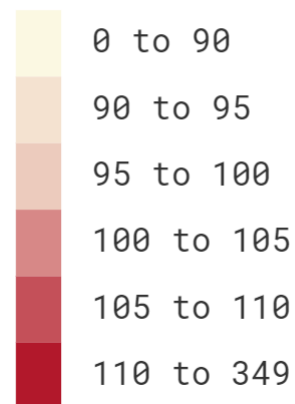
COVID-19 ECONOMIC IMPACT

Economic Vulnerability Index

Source: Chmura, <http://www.chmuraecon.com/interactive/covid-19-economic-vulnerability-index>



Vulnerability Index



Vulnerability Score—178.08

Nationwide Rank—39

County	Vulnerability Score	Rank (National)
Clayton	226	13
Dawson	178	39
Banks	157	68
Glynn	140	109
Catoosa	133	140
Lumpkin	132	146
Chatham	128	161
Fayette	127	169
Fannin	127	172
Towns	126	174

GEORGIA TREND MAGAZINE

Dawson County will be featured in the upcoming May issue of Georgia Trend. The Development Authority and Chamber partnered to include the ad pictured below.



SMALL TOWN, BIG OPPORTUNITY

DAWSONVILLE, GEORGIA

EASY ACCESS TO
HIGHWAY 400


AWARD WINNING SCHOOLS +
COLLEGE & CAREER ACADEMY

400K+ WORKFORCE
IN LABOR SHED

SMALL TOWN
HOSPITALITY

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