# COUNTY AGENDA REQUEST

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| Department: | Development Authority | Presenter(s): | Brandt Herndon, President and CEO |
| Meeting Date: | Wednesday, September 7, 2011 | Type of Request: | New Business |

Wording for the Agenda:

Mr. Brandt Herndon, President and CEO of the Fayette County Development Authority, will provide a year-end report of the Authority's Fiscal Year 2011.

Background/History/Details:

The Fayette County Development Authority consists of nine members, five of which are appointed by the Board of Commissioners. Funding of the Development Authority's budget comes primarily from the County's general fund.

Current Members of the FCDA:

Randy Hayes, Chairman, Appointed by the BOC
Phil Smelley, Appointed by the Board of Commissioners
Jason Thompson, Appointed by the Board of Commissioners
Mike Brady, Appointed by the Board of Commissioners
Hollis Harris, Appointed by the Board of Commissioners
Mark Hollums, Represents PTC Development Authority
John Woody, Represents Tyrone
Joe Morton, Represents Fayetteville
Richard Whitley, Represents Airport Authority

What action are you seeking from the Board of Commissioners?

No action is required for this request.

If this item requires funding, please describe:

Not Applicable.

| | | | |
|---|---|---|---|
| Has this request been considered within the past two years? | No | If so, when? | |
| Is Audio-Visual Equipment Required for this Request? | Yes | Backup Provided with Request? | Yes |

## STAFF USE ONLY

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|---|---|---|---|
| Approved by Finance | Not Applicable | Reviewed by Legal | |
| Approved by Purchasing | Not Applicable | County Clerk's Approval | Yes |
| Administrator's Approval | Yes | | |

Staff Notes:

# Fayette County Development Authority

Year-End Report

June 2010-July 2011

# Summary of Results in 2010

- 2 company announcements resulting in 40 new jobs and $4 million in new investment
- Met with 23 existing industries
- Attended 10 Fayetteville Main Street Meetings
- Attended 4 GA Academy for Economic Development classes
- Completed Leadership Fayette program
- Was on hiring committee for E.D. Coordinator position in PTC
- Sponsored and exhibited for Fayette County Business Expo
- Developed and pursued 20 prospects
- Continued working on certificate for GA Work Ready designation
- Attended 4 Joint Development Authority meetings
- Sponsored and attended Great American Air Show

# Summary of Results in 2010

- Sponsored Main Street, FCCC, CSU, and Piedmont-Fayette golf tournaments
- Attended Development Authority Board Training class
- Holiday Luncheon for Project Managers and local officials in Atlanta
- Economic Development 101 seminar for local elected officials and staff
- Attended GEDA Spring Workshop and Annual Meeting
- Met with 26 Project Managers in Fayette County
- Met with 15 brokers in Fayette County
- Spoke to 8 organizations
- Attended 4 FCCC roundtable dinners
- Attended LINK trip to Seattle
- Attended 4 Atlanta Regional Commission E.D. Strategy meetings

# Prospect Update

| COMPANY | LEAD | STATUS | TYPE | # JOBS | INVESTMENT | COMMENTS |
|---|---|---|---|---|---|---|
| Project Sandbox | GDED | Lead | Manufacturer | 150 | $20 million | Manufacture of plastic consumer goods. Will include assembly, sorting, packing and re-packaging operations |
| Project Leviathan | GDED | Lead/Visit | Manufacturer | 150 | $26 million | Manufacturer of refractory metals. Looking at buying the 101 Gardner building |
| Project Auto | Ga EMC | LEAD | Auto supplier | 300 | $30 million | Automotive supplier. Looking at buying the 101 Gardner building |
| Project Sovey | MACOC | LEAD/VISIT | Solar energy | 100 | $10 million | Company makes solar energy panels. Company interested in purchasing 101 Gardner and additional acreage. |
| Project Jubin | BROKER | LEAD/VISIT | plastics manufacturer | 50 | $7 million | Plastics company looking to purchase PTC spec building |
| Project Gilman | MACOC | LEAD | Call center | 600 | $2 million | Call center looking for 75,000-100,000 SF of office space for a call center. Potential for 1,000 jobs. |

# Prospect Update (cont.)

| COMPANY | LEAD | STATUS | TYPE | # JOBS | INVESTMENT | COMMENTS |
|---|---|---|---|---|---|---|
| Project Grey Ghost | FCDA | Lead/Visit | Assembly | 1500 | $15 million | Initial investor has backed out of deal. Company now working with new investor. |
| Project Engineer | FCDA | Lead/Visit | Office | 25 | $1 million | Company looking to relocate from Panama City Beach to PTC. They are negotiating with owners of the Fieldturf building for long term lease. |
| Project CRESA | BROKER | Lead | Office | 30 | $1 million | Company looking for 15,000-18,000 SF of Class A office. Company considering a built to suit site at Kedron Office Park. |
| Project Solar | BROKER | Lead | Assembly | 10 | $1 million | Company looking for 15,000-18,000 SF of Class A office. Company considering a built to suit site at Kedron Office Park. |
| Project Food Bank | BROKER | Lead | Distribution | 5 | $1 million | Company negotiating to purchase two 30,000 sf industrial buildings in PTC. Company distributes food to other food banks. |

# Prospect Update (cont.)

| COMPANY | LEAD | STATUS | TYPE | # JOBS | INVESTMENT | COMMENTS |
|---|---|---|---|---|---|---|
| Project Grey Ghost | FCDA | Lead/Visit | Assembly | 1500 | $15 million | Company has received its funding from its investor and is continuing to negotiate with Panasonic to purchase the building |
| Project Engineer | FCDA | Lead/Visit | Office | 25 | $1 million | Company looking to relocate from Panama City Beach to PTC. They are negotiating with owners of the Fieldturf building for long term lease. |
| Project CRESA | BROKER | Lead | Office | 30 | $1 million | Company looking for 15,000-18,000 SF of Class A office. Company considering a built to suit site at Kedron Office Park. |

# Prospect Update (cont.)

| COMPANY | LEAD | STATUS | TYPE | # JOBS | INVESTMENT | COMMENTS |
|---|---|---|---|---|---|---|
| Project Grey Ghost | FCDA | Lead/Visit | Assembly | 1500 | $15 million | Company looking to locate an assembly, R&D, and call center facility in PTC. Company interested in the Pananic building. |
| CSI Dan Diego | FCDA | Lead/Visit | Movies | | $2 million | Sony decided to put the production on hold for the time being |
| Project Constellation | BROKER | Lead/Visit | Food | 100 | $7 million | International company looking to locate a food manufacturing facility in South Atlanta. Looking at the spec building. |
| Universal Services | FCDA | Existing Industry | manufacturing | 25 | $5 million | Existing company in PTC looking to expand their existing facility. Company refines motor oil for resale |
| MSA | FCDA | Visit | medical | | | Company going to build 2 medical office buildings in Tyrone. John Woody and I met with developer to discuss building plans |

# Prospect Update (cont.)

| COMPANY | LEAD | STATUS | TYPE | # JOBS | INVESTMENT | COMMENTS |
|---|---|---|---|---|---|---|
| Availl | FCDA | relocation | Distribution | 50 | $1 million | Company looking to relocate out of Riverdale to PTC. Will build out 43,000 sf in 101 Gardner Drive building |
| African Inland Mission | FCDA | relocation | Office | 35 | $2 million | Company sold their headquarter building in NY. Have purchased a 20,000 SF building in Westpark and will be completely moved by August 2011. |
| CSI Dan Diego | FCDA | Lead/Visit | Movies | | $2 million | Mitch Haberson looking to lease Panasonic warehouse for new TV show. The show is produced by same producere as Drop Dead Divas. Lease should be signed any day. |
| Project Grey Ghost | FCDA | Lead/Visit | Assembly | 200 | $7 million | Company looking to locate an a production and assembly facility in PTC. Company interested in the spec building. |

# Prospect Update (cont.)

| COMPANY | LEAD | STATUS | TYPE | # JOBS | INVESTMENT | COMMENTS |
|---|---|---|---|---|---|---|
| Availl | FCDA | relocation | Distribution | 50 | $1 million | Company looking to relocate out of Riverdale to PTC. Will build out 43,000 sf in 101 Gardner Drive building |
| African Inland Mission | FCDA | relocation | Office | 40 | $2 million | Company looking to relocate their headquarters out of Pearl River, NY to PTC |
| GZ Montageservice | FCDA | Lead/Visit | Service | 5 | <$1 million | German company with office in Fayetteville. Company looking to increase square footage from 1500 to 5000 and increase employment to 15 |
| Project Blue | Georgia Power | Lead/Visit | Assembly | 200 | $7 million | Wisconsin holding company looking to relocate one of their architectural divisions to PTC. Company would assemble architectural displays |

# Prospect Update (cont.)

| COMPANY | LEAD | STATUS | TYPE | # JOBS | INVESTMENT | COMMENTS |
|---|---|---|---|---|---|---|
| Project Eglo | FCDA | Lead/Visit | Distribution | 25 | $7 million | Company has located in building in South Fulton |
| Availl | FCDA | relocation | Distribution | 50 | $1 million | Company looking to relocate out of Riverdale to PTC. Will build out 43,000 sf in 101 Gardner Drive building |
| African Inland Mission | FCDA | relocation | Office | 40 | $2 million | Company looking to relocate their headquarters out of Pearl River, NY to PTC |
| GZ Montageservice | FCDA | Lead/Visit | Service | 5 | | German company with office in Fayetteville. Company looking to increase square footage from 1500 to 5000 and increase employment to 15 |

FCDA

FAYETTE COUNTY | DEVELOPMENT AUTHORITY

# Questions?