New Business #6

COUNTY AGENDA REQUEST

Department:	Board of Commissioners	Presenter(s):	Steve Brown / Randy Ognio
Meeting Date:	Thursday, April 10, 2014	Type of Request:	New Business

Wording for the Agenda:

Consideration of the Selection Committee's recommendation to appoint Darryl Hicks, Pat Hinchey, Margaret Laton and Todd Strickland to the Fayette County Development Authority for four year terms, with said appointments beginning April 10, 2014 and expiring April 9, 2018.

Background/History/Details:

The Fayette County Development Authority is a volunteer body comprised of eight members. Five of the members are appointed to at-large positions, for four-year terms, by the Fayette County Board of Commissioners. Two members are appointed by the City of Fayetteville and the Town of Tyrone, respectively. The remaining member is appointed by the Peachtree City Airport Authority.

The Fayette County Development Authority sets policy, determines annual goals, and serves as a liaison between the business community and local government. This board utilizes individual talents and experiences in building consensus in an effort to facilitate an improved business climate, diversified economic base, and a steady economy that results in benefits for every citizen, business owner, and government in Fayette County. The Authority typically meets the third Thursday of each month.

On February 21, 2014, the County advertised for four soon-to-be-vacant positions on the authority. Numerous applications were received and each applicant was interviewed by the Selection Committee. The Selection Committee, made up of Chairman Steve Brown and Commissioner Randy Ognio recommended Darryl Hicks, Pat Hinchey, Margaret Laton and Todd Strickland to serve on the Authority.

What action are you seeking from the Board of Commissioners?

Approval of the Selection Committee's recommendation to appoint Darryl Hicks, Pat Hinchey, Margaret Laton and Todd Strickland to the Fayette County Development Authority for four year terms, with said appointments beginning April 10, 2014 and expiring April 9, 2018.

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?*	No	Backup Provided with Request?	Yes

**** All audio-visual material must be submitted to the County Clerk's Office no later than 48 hours prior to the meeting. It is also your department's responsibility to ensure all third-party audio-visual material is submitted at least 48 hours in advance.***

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

Staff Notes:

APPLICATION FOR APPOINTMENT
Fayette County Development Authority

Thank you for your interest in being considered for appointment to the Fayette County Development Authority.

Applicants must be a legal resident of the State of Georgia and have been a resident of Fayette County for at least six months prior to the date an application is submitted.

The Fayette County Development Authority is comprised of nine members. Five of the members are appointed to at-large positions by the Fayette County Board of Commissioners for four-year terms. Meetings are typically held on the third Thursday of each month at 11:30 a.m. at the Historic County Courthouse, which located in the center of Fayetteville. Please do not apply if you will be unable to attend a minimum of eighty percent (80%) of all meetings. **Applicants are encouraged to attend as many Fayette County Development Authority meetings as possible in an effort to become familiar with the responsibilities of the post.**

Please take a few minutes to complete the form and answer the questions on the reverse side of this form and return it with a resume, if available, to Floyd Jones, County Clerk, 140 Stonewall Avenue, West, Suite 100, Fayetteville, GA 30214 no later than 5:00 p.m. on March 14, 2014.

If you have any questions, please call (770) 305-5102.

NOTE: Information provided on this form is subject to disclosure as a public record under Georgia Open Records Law.

NAME Darryl Hicks

ADDRESS [redacted]

TELEPHONE (day) [redacted]

(evening) _____

(email address) [redacted]

Darryl Hicks
Signature

3/13/14
Date

Darryl Hicks, Application for the Development Authority

1. How long have you been a resident of Fayette County?

   I have been a resident of Fayette County since July 2004 (9+ years).

2. Why are you interested in serving on the Fayette County Development Authority?

   As a citizen of Fayette County, I am very interested in the economic development of the county. How we attract and retain great companies in our community will depend, in part, on the vision and leadership of the development authority. I believe my many years of corporate and government experience will be an asset to that decision making process.

3. What qualifications and experience do you possess that should be considered for appointment to the Fayette County Development Authority?

   The experiences that I have gained over 28 years in the corporate and government sectors, will allow me to bring a unique prospective as to how we recruit and retain desirable businesses in the county. While at Fulton County Government, I worked with the development authority to attract new businesses and helped to create jobs in the county.

4. List your recent employment experiences to include name of company and position.

   AGL Resources
   - Director of Customer Service
   - Director of Revenue Generation
   - Managing Director of Governmental Relations

   Fulton County Government:
   - Chief of Staff for the Chairman of the Board of Commissioners.

   Morgan Stanley
   - Financial Advisor

   MassMutual
   - Financial Advisor

Darryl Hicks, Application for the Development Authority

5. Do you have any past experience related to this position? If so, please describe.

   While at AGL Resources, I was responsible for new business development. The goal was to find compatible business opportunities that we could combine with our core business acumen to create new revenue opportunities for the company. At Fulton County, I worked with the development authority to help facilitate effective business growth in the county.

6. Are you currently serving on a commission/board/authority or in and elected capacity with any government?

   Yes, I serve on the Recreation Authority Commission. If I am selected to the Development Authority board, I would resign my position on the Recreation Authority Commission.

7. Have you attended any Fayette County Development Authority meetings in the past two years and, if so, how many?

   No, I have not.

8. Are you willing to attend seminars or continuing education classes at county expense?

   Yes.

9. What is your vision of the county's future related to the duties of the Fayette County Development Authority?

   To help the county attract and retain companies and business that enhances the economic development of the county. I won't to help create high paying jobs that provides needed services to our citizens and to grow the county strategically.

10. Would there be any possible conflict of interest between your employment or your family and you serving on the Fayette County Development Authority?

    No.

Darryl Hicks, Application for the Development Authority

11. Are you in any way related to a County Elected Official or County employee? If so, please describe.

    No.

12. Describe your current community involvement.

    I am actively involved with the Fayette County Recreation Authority, where we work to create a recreation environment that fosters a healthy citizenry in our community. I have also volunteered as an assistant coach on my son's baseball teams. My children attend Fayette County schools and I am involved in their school programs.

13. Have you been given a copy of Fayette County's Ethics Ordinance?

    Yes.

14. Is there any reason why you would not be able to comply with the County's Ethics Ordinance?

    No.

HINCHEY FINANCIAL GROUP
FAMILY WEALTH ADVISORS

PATRICK J. HINCHEY, CFS, CFP®

"Planning Financial Freedom"

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If you have any questions, please call (770) 305-5102.

NOTE: Information provided on this form is subject to disclosure as a public record under Georgia Open Records Law.

NAME PAT HINCHEY

ADDRESS [redacted]

TELEPHONE (da [redacted]

(evening) [redacted]

(email address) [redacted]

Signature

6/24/13
Date

1.How long have you been a resident of Fayette County?

Our family moved to Fayette from Henry Co in 2005. I have had a business here since 1998.

2. Why are you interested in serving on the Fayette County Development Authority?

I have a keen interest in seeing Fayette continue to be the premier place to live in the greater Atlanta area. In order to keep up with a growing retirement community, and a decreasing tax base, Fayette will need to seek out lifestyle friendly businesses to compliment the changing demographics yet support our primarily rural flavor.

The FCDA is positioned to assist in attracting hi-wage, hi-tech, low-impact employers .

3. What qualifications and experience do you possess that should be considered for appointment to the Fayette County Development Authority?

I have a Bachelors in Economics degree from Georgetown University. Own a financial planning business which connects me to many regional business owners and investors.

4. List your recent employment experiences to include name of company and position.

Owner, Managing Director HINCHEY FINANCIAL GROUP. A premier financial planning firm serving high net worth individuals and their advisors.

5. Do you have any past experience related to this position? If so, please describe.

30 years of working with business owners and investors.

6. Are you currently serving on a commission/board/authority or in and elected capacity with any government?

NO

7. Have you attended any Fayette County Development Authority meetings in the past two years and, if so, how many?

NO

8. Are you willing to attend seminars or continuing education classes at county expense?

YES

9. What is your vision of the county's future related to the duties of the Fayette County Development Authority?

I believe that the county has a very unique opportunity to attract business that will enhance and be enhanced by (but not limited to) the Pinewood Studio activities. Hi-tech and hi-income employers have much to gain by being locally available in the process of training and supporting this group. From computer and graphic support to technical expertise will be needed.

10. Would there be any possible conflict of interest between your employment or your family and you serving on the Fayette County Development Authority?

NO

11. Are you in any way related to a County Elected Official or County employee? If so, please describe.

NO

12. Describe your current community involvement.

Have been involved and am on an ongoing basis in Fayette County Republican Party, Fayette County School Board, Fayette County Board of Commissions, Fayette County Issues Tea Party.

While serving on numerous committees and working on multiple projects to maintain or improve the quality of life in Fayette County.

13. You have been given a copy of the county's Ethics Ordinance. Is there any reason you would not be able to comply with the ordinance?

NO

APPLICATION FOR APPOINTMENT
Fayette County Development Authority

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Applicants must be a legal resident of the State of Georgia and have been a resident of Fayette County for at least six months prior to the date an application is submitted.

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Please take a few minutes to complete the form and answer the questions on the reverse side of this form and return it with a resume, if available, to Floyd Jones, County Clerk, 140 Stonewall Avenue, West, Suite 100, Fayetteville, GA 30214 no later than 5:00 p.m. on March 14, 2014.

If you have any questions, please call (770) 305-5102.

NOTE: Information provided on this form is subject to disclosure as a public record under Georgia Open Records Law.

NAME Margaret (Maggie) Laton

ADDRESS [redacted]

TELEPHONE (day) [redacted]

(evening) Same as above

(email address) [redacted]

MLaton
Signature

3/13/14
Date

Margaret (Maggie) Laton

1. How long have you been a resident of Fayette County?

   12 years

2. Why are you interested in serving on the Fayette County Development Authority?

   I have a small business here, and I am raising a son here. Responsible, thoughtful growth in the County is very important to me.

3. What qualifications and experience do you possess that should be considered for appointment to the Fayette County Development Authority?

   Attracting companies in the tech fields, and networking with them online are natural skills I have, given my Georgia Tech and social media backgrounds

4. List your recent employment experiences to include name of company and position.

   See attached resume

5. Do you have any past experience related to this position? If so, please describe.

   None.

6. Are you currently serving on a commission/board/authority or in and elected capacity with any government?

   No.

7. Have you attended any Fayette County Development Authority meetings in the past two years and, if so, how many?

   Two, about a year ago.

8. Are you willing to attend seminars or continuing education classes at county expense?

   Yes.

9. What is your vision of the county's future related to the duties of the Fayette County Development Authority?

   - Highly tech and knowledge based companies requiring educated and well connected work forces; younger families; increased social, retail etc. options.

10. Would there be any possible conflict of interest between your employment or your family and you serving on the Fayette County Development Authority?

    None that I know of.

11. Are you in any way related to a County Elected Official or County employee? If so, please describe.

    No.

12. Describe your current community involvement.

    Active in the Chamber of Commerce, Business Women of Fayette & Coweta, and my church. Also active in State and national organizations serving the families of kids with heart defects.

13. Have you been given a copy of Fayette County's Ethics Ordinance?

    Yes.

14. Is there any reason why you would not be able to comply with the County's Ethics Ordinance?

    No.

Margaret "Maggie" Laton

[redacted]

Education

M.B.A., Major in Marketing — December 2007
Flexible Program (Night classes while working full time)
Georgia State University

B.S. Textile Enterprise Management — December 1999
Certificate in Economics
Georgia Institute of Technology

Experience

Maggie Laton Marketing — April 2012 - Present
Owner

- Independent contractor providing social media marketing services to small businesses.
- Created and implemented social media marketing plans and analyzed results
- Conducted group training in use and optimization of platforms
- Closed contracts with 15 clients in first 7 months of operation, including a Georgia State Agency

Cross Accounting — August 2009 – April 2012
Business Manager

- Developed system for tracking time spent on client accounts, and combined with revenue numbers to establish value to firm and segment and value client accounts
- Collaborated with Office Manager to streamline paper and work flow processes, as well as establish scanning protocol to decrease paper within the office, thereby decreasing liability and risk
- Implemented HR program to include writing job descriptions, job manuals, employee manual and performance evaluation and improvement procedures and supporting documents

North Georgia Brick Company — August 2006 – February 2009
Architectural Sales Representative — March 2007 – February 2009

- Ensured specification of my product (brick) in the designs of architects in the metro-Atlanta area.
- Called on over 100 architectural firms, developing and maintaining relationships with principals, technicians and administrative staff.
- Regularly presented CEU credit lunch and learns
- Grew sales from less than $500,000 in first six months, to over $1.8Million in 2008

Commercial Sales Representative — August 2006 – March 2007

- Called on commercial contractors to ensure orders and delivery of materials to job sites
- Developed "neighborhood" palette schemes to ensure maximum brick sales with lines that NGB offered
- Ensured specified products were sold to contractors and prevented substitutions by competitors
- Won Top Sales Volume Award for company representative with less than six months in the field

Lafarge North America — May 2004 – August 2006
Masonry Sales Representative

- Responsible for territory coverage in north west Atlanta and Georgia, as well as eastern Tennessee
- Exceeded sales quotas and earned bonuses each year of employment
- Ensured coverage of accounts including brick distributors, masons, contractors, architects and homebuilders
- Organize and present CEU-eligible programs to Architects and Homebuilders in order to increase recognition of Lafarge in the marketplace
- Represented Lafarge in Homebuilders Association of Atlanta, Women in Construction and Georgia Tech Alumni programs and recruiting events

Continental Tire North America Jan 2000 – May 2004
Supervisor, Sales Force Training and Development Sept 2001 – May 2004

- Acted as a "One Person Training Department." Responsible for recruiting, training and development of the field sales organization including individual development and division-wide initiatives.
- Proposed and managed a yearly budget for training of $500,000
- Recruited and interviewed college students and recent graduates for positions in the Sales Trainee Program; hired four to eight new trainees per year. Designed battery of questions in formats including Behavioral, Situational, Case and Role Play. Conducted an Assessment Center for top candidates.
- Designed a competency based six-month training program for new sales hires. Responsibilities included research and instructional design, program delivery, creation of job aids and evaluations and contracting with outside vendors for various training. Conducted two training programs per year.
- Designed a twenty-four month Leadership Development Program for senior sales personnel which included foundation, managerial and leadership modules, and incorporated case-studies and job rotations as experiential learning opportunities. Initiated a class every eight months.
- Designed and delivered training to sales regions or sub-groups as requested including computer training (Word, Excel and PowerPoint), as well as internal sales call management software. Conducted training on request sessions twice quarterly.

Fleet Sales Representative Jan 2000 – Aug 2001

- Made direct end user calls with and in support of dealer sales organization involving "pull through" selling by pursuing end user orders for dealer network
- Performed fleet monitoring for assigned fleets involving inspections of tires and equipment as well as inventories, purchase planning and fleet solicitation for new business
- Assisted Commercial Product Managers in new account development and training of dealer commercial salesmen involving prospecting, qualifying and cold calling new business, and training resulting accounts on selling our products
- Attained 106% of quota in 2000, first year in assigned territory of Atlanta
- Special Assignment: 02/2001-08/2001: Assisted College Recruiting effort and developed Competencies List and Training Schedule for new sales position hires. Conducted Assessment Center in corporate headquarters and hired and trained four sales trainees.

Additional Non-Sales Employment Available Upon Request August 1995 – December 1999

Additional Skills and Interests

- Proficiency in Microsoft Office products: Excel, Word, PowerPoint
- Experience with Outlook and Lotus Notes email, scheduling and database formats
- Experienced in Social Media Platforms: Facebook, LinkedIn, Twitter, YouTube
- Business Women of Fayette and Coweta Counties: Member and Marketing Chair
- Black Belt In Tae Kwon Do, and Half Marathon Runner
- Spokesperson for Children's Miracle Network and Children's Healthcare of Atlanta
- Volunteer as a budgeting counselor with single mothers, abused women and others

References available upon request

Floyd Jones

From:	Todd Strickland [redacted]
Sent:	Tuesday, March 11, 2014 7:00 PM
To:	Floyd Jones
Cc:	Matt Forshee
Subject:	FCDA application
Attachments:	2014-03-11 FCDA application.doc

Good Afternoon Mr. Jones – Please accept my application for the Fayette County Development Authority. If there are any other questions that I need to answer then kindly let me know tomorrow and I will be sure to respond prior to the application deadline. Thank you – Todd Strickland

[redacted]

How long have you been a resident of Fayette County?

I have lived in Fayette County continuously since 1975 except for my time at college and two years in Newnan.

Why are you interested in serving on the Fayette County Development Authority?

I have been a business owner in Fayette County for over 20 years. I grew up here. My wife and I are raising a family here. My parents live here. Fayette County is truly my home and I feel obligated to give something back. Thus, I wish to volunteer my time in an area that pertains to my background in hopes of maintaining or even improving Fayette County's great quality of life. Also, I truly enjoy the process of working with other community leaders and concerned citizens.

What qualifications and experience do you possess that should be considered for appointment to the Fayette County Development Authority?

I have seven years of experience working on the Development Authority of Peachtree City which included approximately two years as a representative to the Fayette County Development Authority. During my time on these boards I like to think that I displayed insightful leadership and a passion for economic development. I have attended both basic and advanced economic development training classes provided by the state. I have guided a range of economic development projects and understand how to work with a wide range of stakeholders. I have had successes and failures during my time on Development Authorities and I have learned from both experiences. I feel that I now have a somewhat unique background in with Development Authorities and believe I can make a positive contribution to economic development in Fayette County.

With regards to general qualifications, I am the Managing Principal in a 33 person architecture and planning firm called Historical Concepts. It is an award winning company that attracts clients and staff members from across the nation. My responsibilities at Historical Concepts give me a comprehensive understanding of the business matters and challenges that confront small to medium sized business owners. I also understand how establishing a vision in terms of planning and architecture for a given parcel of land can create opportunity and elevate property values.

Lastly, my leadership roles at the Development Authority of Peachtree City and also within Historical Concepts required that I have the ability to make a point in open forum and build consensus with groups. My success in these areas stems from a genuine enjoyment of working with others, listening to people with different perspectives and then strategizing on how to best implement good ideas.

List your recent employment experiences to include name of company and position.

I have worked at Historical Concepts since I graduated from the University of Georgia with a degree in economics in 1993.

Do you have any past experience relating to this position? If so, please describe.

See above.

Are you currently serving on a commission/board/authority or in an elected capacity with any government?

None.

Have you attended any Fayette County Development Authority meetings in the past two years and, if so, how many?

Yes. I attended a couple meetings earlier in the year. I have also attended numerous Fayette County Development Authority meetings in past years.

Are you willing to attend seminars or continuing education classes at county expense?

Absolutely. I have learned great deal from the continuing education classes on economic development that I have taken in the past and welcome the opportunity to attend other classes as needed.

What is your vision of the county's future related to the duties of the Fayette County Development Authority?

If I were appointed to the Fayette County Development Authority I would first listen to what the existing members feel are important initiatives and do what I can to support these efforts. Obviously, recruiting more corporate headquarters to Fayette County and establishing more expansive college campuses would be beneficial. Business retention and land redevelopment are areas of interest that can have a positive effect on economic development. Lastly, I believe that it would be beneficial for the county to explore ways to ensure that the increase in our senior citizen population is balanced by an increase in younger demographics as well.

Would there be any possible conflict of interest between your employment or your family and you serving on the Fayette County Development Authority?

No.

Are you in any way related to a County Elected Official or County employee? If so, please describe.

No.

Describe your current community involvement.

Since the disbandment of the Development Authority of Peachtree City a couple years ago, I have been focused primarily on business and family matters. However, for the seven years prior to that economic development was my primary civic involvement. Also, over the years I have often wound up volunteering my time on various planning related projects (ie – PTC West Side Task Force, Hwy 54 Livable Centers Initiative, Hwy 54 and 74 Overlay Committee, Walgreens modifications, Calula Hills planning, etc…). In each case, I have gladly spent time on these projects in hopes of having a positive affect on the quality of each.

You have been given a copy of the county's Ethics Ordinance. Is there any reason you would not be able to comply with the ordinance?

No.