

Called DACC Board Meeting Minutes						
2-Nov-18			7:30 a.m.		BOC Conference Room	
Meeting called by	Mark Wills, Vice-Chair					
Type of meeting	Board Meeting					
Facilitator	Mark Wills, Vice-Chair					
Note taker	Anita Patel					
Adjourned	8:34 a.m.					
Board Attendance	Mark Wills	Y	Rick Evans	Y	Phil Gaffney	Y
	Hugh Hollar	Y (by phone)	Jean Garniewicz	Y	Stan Shepherd	Y
	Ron Thigpen	Y	Kerry Bridges	Y	Christina Purkapile	Y
Staff/Guests	Robbie Bennett, Anita Patel, Chris Driver (by phone)					
Meeting Agenda						
1 minute(s)	Vice Chair, Mark Wills					
Discussion	Agenda of November 2, 2018 called DACC Board meeting approved. Phil Gaffney made a motion to accept the agenda of the November 2, 2018 Called DACC Board meeting as presented.					
Conclusions	Motion: Phil Gaffney Second: Kerry Bridges. Motion carries unanimously. (8-0)					
Action Items			Person Responsible		Deadline	
None			N/A		N/A	
Minutes of Previous Meeting						
1 minute(s)	Vice Chair, Mark Wills					
Discussion	Minutes of October19, 2018 meeting approved. Phil Gaffney made a motion to accept the minutes of DACC October19, 2018 as presented.					
Conclusions	Motion: Phil Gaffney Second: Kerry Bridges. Motion carries unanimously. (8-0)					
Action Items			Person Responsible		Deadline	
None			N/A		N/A	
DACC Financial Report						
1 minute(s)	Rick Evans					
Discussion	Rick Evans reviewed the October 2018 Financial reports. Total assets are \$5,288,774.35. Net assets are (-184,725.46) due to bond interest expense that is carried on our books. There was a meeting with the county where the issue of debt service credit was settled and the county will be issuing a check to DACC to cover for this amount. Going forward, we will receive 1/12th of bond debt service each month. This should put us back into positive net assets.					
Conclusions	Motion: Kerry Bridges Second: Jean Garniewicz. Motion carries unanimously. (8-0)					
Action Items			Person Responsible		Deadline	
None			N/A		N/A	
Chairman's Report						

0 minute(s)	None		
Discussion	None		
Conclusions	None		
Action Items	Person(s) Responsible	Deadline	
None	N/A	N/A	
<b>DACC Committee Reports</b>			
0 minute(s)	None		
Discussion	None		
Conclusions	None		
Action Items	Person Responsible	Deadline	
None	N/A	N/A	
<b>Economic Development Update</b>			
6 minute(s)	Robbie Bennett		
Discussion	Robbie Bennett shared with the board that he and Taylor Edwards have been working on a daily social media push and that there have been more than 8500 reaches tied to redevelopment powers. Biographies have been requested for the DACC Website Mark Wills mention that you need a headshot and a photo to submit the biography so suggested to remove the simultaneous photo requirement. Rick Evans commended Robbie for speaking at the Coalition for Quality Government on redevelopment powers. Robbie shared that Taylor got engaged and that her fiancé has accepted a job with Powerserve.		
Conclusions			
Action Items	Person Responsible	Deadline	
None	N/A	N/A	
<b>Old Business</b>			
39 minute(s)	Robbie Bennett		
Discussion	Robbie discussed the Capital Campaign report which stated that data indicates would could raise approximately \$1Million to \$1.25Million - possibility of raising \$200K per year.. Fees were discussed fulltime vs. part time. A question was asked about fees and Robbie explained variable expenses and office space needs. Key to the success of the campaign is who will chair and promote in the community. The momentum front he August/September meetings have to keep going. Hugh mention that discussion were held with several members of county leadership. Discussions were held on the organizational structure, timeline, non-profit creation. Phil Gaffney made a motion that the Development Authority of Columbia County adopt a 10-month program as outlined by the Executive Director.		
Conclusions	Motion: Phil Gaffney Second: Rick Evans. Motion carries unanimously. (8-0)		
Action Items	Person Responsible	Deadline	
None	N/A	N/A	
<b>New Business</b>			
13 minute(s)	Robbie Bennett		

Discussion	Robbie Bennett discussed the Intergovernmental Revenue Bond for Club Car, LLC. He stated that the document is complete, the basic term is a 15 year tax abatement schedule in line with investment and negotiations. There is a claw back clause based on 80% planned capital investment and employment numbers. Once the IRB is approve, the bond validation process will take 3 to 4 weeks after which there will be a closing. Current - Working with Club Car and IR about 50% + ownership sale, addressing issues of the spine road - DACC is a conduit for these processes. The property is owned by Club Car so there is no tie to the IRB in the bond. Hugh Hollar made a motion to approve the \$36 million IRB as presented.	
Conclusions	Motion: Hugh Hollar Second: Jean Garniewicz.. Motion carries unanimously. (8-0)	
Action Items	Person Responsible	Deadline
None	Staff	N/A
<b>Calendar of Events</b>		
0 minute(s)	None	
Discussion	None	
Conclusions	None	
Action Items	Person Responsible	Deadline
None	N/A	N/A
<b>Public Comments</b>		
0 minute(s)	None	
Discussion	None	
Conclusions	None	
Action Items	Person Responsible	Deadline
None	N/A	N/A
<b>Closed Session</b>		
0 minute(s)	None	
Discussion	None	
Conclusions	None	
Action Items	Person Responsible	Deadline
None	N/A	N/A
<b>Adjournment</b>		
	8:34 a.m.	
Conclusions		
Next meeting: November 28, 2018	DACC Conference Room	All

**EXECUTIVE DIRECTOR REPORT**  
**ROBBIE BENNETT**  
**OCTOBER 31, 2018**

**Economic Development Updates**



White Oak Business Park at I-20

In a year's time, the DACC team went from almost no product for development to a new industrial anchored by Club Car. The development at the park continues to make great strides. The DACC team continues to work with the development team to address concerns and to ensure the project meets its deadline. Construction on Appling Harlem Hwy has begun. Anticipated completion by end of December. The DACC team has been working with GA power to install the street lights on Innovation Parkway. The DACC Board has approved a selective timber thinning to better show the property. We have engaged Thomas and Hutton to prepare the bid documents for the entrance signage. Next steps for the park include implementation of the street light plan, finalization of a park budget, continued master planning efforts, and GRAD Certification.



### Strategic Plan

Following the Board Retreat, staff has updated the committee matrix to better illustrate our strategic initiatives, staff duties/tasks, and highlight the key identified initiatives. So far, the implementation of the strategic plan has been successful. Key success include: (1) Launch of new website, (2) Passage of local bills (Harlem & Columbia County) allowing redevelopment powers to be on the ballot in November, (3) Significant progress in identifying property for development – including the launch of White Oak Business Park at I-20, (4) Partnership with the Columbia County CVB on a Gateway Master Plan, and (5) Work has begun on new marketing efforts for in-market missions and telling our story.

### Marketing/ Business Development

Efforts have continued to position market the role of the DACC as well as the local business and Columbia County. This month we have started a new social media campaign to provide daily posts on the following topics - #manufacturingmonday; #technologytuesday; #workforcednesday; #thoughtfulthursday; #funfactfriday; and #smallbusinessaturday. Our new posts have been successful in engaging new followers and the community. Overall we have seen an increase in web traffic over this time last year (3,993 vs 799 Page views). We have reach more than 9,000 on social media and had post engagements of over 1,500.

We are still working on our direct market materials and collaborative pieces. We anticipate the new choosecolumbiacounty.com landing page being complete this month.

Our business development activities included attending the IEDC Annual Conference, hosting more than 40 project managers and site selection consultants at our Augusta Regional Development Alliance event at the Porsche Experience. Additionally, we did participated in the Regional Chamber DC Fly-in. All of these activities have led to quality conversation with consultants and industry leaders looking at our community as a possible opportunity.

### Capital Campaign Feasibility Study

Convergent presented the final report at our September 26<sup>th</sup> Board meeting. The DACC Board will vote on the future direction on November 1, 2018. It is anticipated that by conducting a Capital Campaign we can raise \$1.25 million over 5 years. Key recommendations from the presentation and report is to better communicate the DACC's role and successes.

### Policy Update

This month we have worked with Columbia County Chamber PAC to provide the needed education materials to help inform the voters. Given the importance of the referendum vote, the DACC has utilized social media to help educate the community. The goal has been to direct the community to the DACC website for additional information. The Redevelopment 101 page has seen 983 page visits. Our social media reach has been 8,772 and 773 post engagements. We have also had media engagement from Channel 6 and front page coverage from the Augusta Chronicle.

JDA Update – Waiting on Augusta-Richmond County to vote on establishing resolution. No scheduled vote has been set.

#### Events/Meetings/Presentations this Month:

- IEDC Annual Conference – (9/29 to 10/3)
- ARDA Consultant Event – (10/2)
- SRS CRO Executive Committee – (10/4)
- Regional DC Fly-in – (10/9 to 10/11)
- Signage/Wayfinding Steering Committee – (10/18)
- Side Bar Board Training – (10/18)
- DACC Called Board Meeting – (10/17)
- AU MPA Career Panel – (10/16)
- SRS CRO Workforce Committee – (10/30)

#### Project Summary

Active Leads/Projects: 17 (removed silent/inactive projects from the list)

New Projects/Leads: 2

Consultant Contacts YTD: >70

#### Upcoming Events/Meetings/Presentations:

- SRS CRO Executive Committee – (11/1)
- Advanced 2.0 – Master Practitioner Training – (11/5 to 11/8)
- Columbia County Chamber Board – (11/15)
- Property Committee – (11/16)
- Existing Business & Workforce Committee – (11/16)
- Executive Committee – (TBD)
- DACC Board Meeting – (11/28)

#### Notable Upcoming Events

- Economix – (12/5 to 12/6)



**TAYLOR EDWARDS  
ECONOMIC DEVELOPMENT COORDINATOR REPORT  
NOVEMBER 2, 2018**

Human Resources in Manufacturing Group

We had another successful meeting on October 10<sup>th</sup> at the Augusta Technical College-Augusta Campus. We had approximately 17 people attend and they represented 7 different industries; all but one have a Columbia County presence. The conversation and presentation were focused on workforce data, the trends in employment, the school systems, the military leaving Fort Gordon each year, and wage information. All industries requested the information be sent to them for them to process and to use. We also created an anonymous survey for them to share feedback for future topics and the direction of the group. The next meeting is scheduled for November 7<sup>th</sup> at the Columbia County Water Utility office at 7:30 AM. Our guest speaker, Nicole Heimann, with the German American Chamber of Commerce will be joining us to talk about workforce development and apprenticeships.

NextSite 360 Update

The Next Site 360 attended the ICSC conference in Atlanta just last week and were able to showcase our communities. They have since completed marketing materials for Evans, Grovetown, and Harlem; these have been shared with us for our efforts and can be made available by request. They have also provided us with some updates as they have recently positioned each of our communities with developers. I have made requested information available to them when requested and try to update them with changes in all communities. We can expect a comprehensive end-of-year report in the coming weeks.

Existing Industry

Our existing industries are busy! We had a lot of exposure to our existing industries between the Industry Appreciation Night, the Human Resource Group, Small Business Rock Star, and general follow-up. We are also seeing some successes as a result of more communication. Some of the items that we were able to help with include access to the sales tax exemption on energy, salary and wage data, help coordinating job fairs with the Department of Labor, exploring expansion needs, looking for office space, learning about businesses and helping them tell their story, establishing relationships with new staff, ribbon cuttings, and educating them on how DACC can support them.

Workforce Development

The Workforce & Education Committee Meeting with the Columbia County Chamber is actively trying to find businesses to purchase booths for the College & Career Expo happening in March 2019. I have also been working with Julie Kenney to better understand what the school system is doing with the CTAE and work-based learning students so that we can better communicate that to the industrial employers. We are also exploring new ways to support workforce development in our community, particularly through trusted programs. Information is forthcoming.

SEDC YP: Meet the Consultants

I was able to attend the SEDC YP: Meet the Consultants event in late September. Consultants specializing in automotive, distribution/logistics, foreign direct and investment, and

general consultants were in attendance. Overall, it was a good learning experience to hear their perspectives and what truly stands out to them in the site selection process.

#### DACC Newsletter

We are launching a monthly Development Authority newsletter that will be disseminated via e-mail to our stakeholders and published on our website. The content is focused on sharing business-relevant announcements and events while also showcasing economic development numbers and how the DACC supports these efforts. You can look for the first volume in early November.

#### Events/Meetings/Presentations this Month:

- DACC Board Meeting- September 26
- SEDC YP Meet the Consultants September 26-28
- Elliot Price GTMEP Meeting- October 3
- NextSite 360 Meeting- October 4
- HR Manufacturing Group Meeting- October 10
- Economics 101- October 10
- Workkeys Meeting- October 15
- Workforce & Education Committee Meeting- October 16
- Called Board Meeting- October 19
- Rezoning 301- October 23
- CCBOE CTAE Meeting- October 29
- NextSite 360 Meeting- October 31st
- Called Board Meeting- November 2