A Transformative Economic Growth Initiative
DeKalb County has reached a critical time in its history. With new and respected leadership and a new vision for the future, DeKalb County is perfectly positioned to tackle some of the biggest challenges to our long-term prosperity: increased competition for businesses, jobs, and workforce; older parts of our community in need of redevelopment; and negative perceptions that do not reflect today's realities.

We are prepared to take advantage of the many opportunities before us. Fueled by population growth, dynamic cities and its location at the heart of Metro Atlanta, DeKalb County has matured into a vibrant community that is one of the most diverse counties in the country.

But to do so, we need stronger collaboration between public and private sectors, a results-oriented plan, ADVANCE DEKALB, and the resources to implement it.

ADVANCE DEKALB is a five-year, multi-million dollar transformative economic growth initiative to drive job creation in DeKalb County, benefiting all of Metro Atlanta. It is a bold “call-to-arms” for DeKalb's public, private, economic and community development leaders – the first in our community’s history. And it is expected to result in a net increase of 17,206 new jobs and $1.4 billion in Value Added Economic Impact.

ADVANCE DEKALB includes three primary goals:

**Goal 1: Comprehensive Economic Development**

**Goal 2: Talent and Workforce Development**

**Goal 3: Infrastructure and Community Development**

For successful implementation, this effort will require significantly enhanced capacity and resources that DeKalb’s private sector has not previously dedicated to economic development work.

The business community will commit significant resources to the effort with the expectation of a substantial return on our investment. Please join us. You can make a difference as we enhance Decide DeKalb’s existing efforts with a solid plan that will guide our community and economic development into the next decade.

The time is now for DeKalb to take a bold step toward sustainable and inclusive long-term economic prosperity for its businesses and residents. We will not accomplish any of these goals without the financial support of investors like you.

Please join us in investing in this exciting and historic public-private initiative.

**DeKalb County is in a heated competition with peer counties and regions around the country – and the world. To continue our success in recruiting and retaining jobs and businesses, it will take a proactive plan and additional resources. ADVANCE DEKALB is that plan.”**

**Bob Voyles**
Principal, Seven Oaks

**Michael L. Thurmond**
DeKalb County Government, Chief Executive Officer
The Team and Vision

Decide DeKalb
Development Authority

The Team – Decide DeKalb serves as the primary economic development driving force to attract, expand, and retain business in the county. Established in 1974 as the Development Authority of DeKalb County, Decide DeKalb now operates under an appointed, independent board of business leaders that works with partners, stakeholders and the business community to spur capital investment, encourage job growth and business sustainability. Decide DeKalb is also the home of the DeKalb Entertainment Commission that drives DeKalb’s nearly $2 billion film, television, music, and digital entertainment industry.

The Vision – DeKalb Thrives is DeKalb County’s Economic Development Strategic Plan focused on seven key areas with one overall goal – improve upon the business climate and prosperity of the county. Its implementation is managed by Decide DeKalb and ADVANCE DEKALB is rooted in the DeKalb Thrives strategy, developed in 2014 and currently being updated in 2018.

Record of Success

Over the past three years, Decide DeKalb’s efforts have produced significant economic development wins. Decide DeKalb worked quietly behind the scenes to produce remarkable results including 10,984 announced new and retained jobs and $1.47 billion in announced capital investment.

2015

- 2,728 New and Retained Jobs
- $295 Million Year-Over-Year Capital Investments

2016

- 4,800 New and Retained Jobs
- $448 Million Year-Over-Year Capital Investments

2017

- 3,456 New and Retained Jobs
- $719 Million Year-Over-Year Capital Investments

Blackhall was built for the needs of the most demanding filmmakers in the world. DeKalb County is a backdrop for so many blockbuster films and TV shows – a perfect fit for us and the industry. We can continue to grow the entertainment industry here and have exponential success. We are committed to making DeKalb a world class destination for entertainment.”

Ryan C. Millsap
Chairman & CEO, Blackhall Studios
Record of Success:

### RECRUITED

<table>
<thead>
<tr>
<th>Company</th>
<th>Jobs Created</th>
<th>Capital Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>eurofins Genomics</td>
<td>72</td>
<td>$22 million</td>
</tr>
<tr>
<td>Serta Simmons Bedding</td>
<td>500</td>
<td>$65 million</td>
</tr>
<tr>
<td>sysnet global solutions</td>
<td>500</td>
<td>$2 million</td>
</tr>
<tr>
<td>HOME CHEF</td>
<td>1,200</td>
<td>$3.5 million</td>
</tr>
</tbody>
</table>

**Total:**
- 500 new jobs
- 72 new jobs created
- $22 million capital investment

### EXPANSIONS

<table>
<thead>
<tr>
<th>Company</th>
<th>Jobs Created</th>
<th>Capital Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>THE TASK FORCE FOR GLOBAL HEALTH</td>
<td>85</td>
<td>$18 million</td>
</tr>
<tr>
<td>Oldcastle</td>
<td>100</td>
<td>$4.3 million</td>
</tr>
<tr>
<td>NYX NYX</td>
<td>1,350</td>
<td>$143 million</td>
</tr>
<tr>
<td>Children’s Healthcare of Atlanta</td>
<td>143</td>
<td>$126 million</td>
</tr>
</tbody>
</table>

**Total:**
- 85 new jobs created
- 115 employees retained
- 100 new jobs created
- 294 employees retained
- 1,350 employees the space accommodates
- 143 new jobs created

### OTHER NOTABLE ACCOMPLISHMENTS

**The Assembly Project**

In 2016, Decide DeKalb was instrumental in redeveloping the former GM plant into a mixed-use development by deploying funds from a $900,000 Brownfield Revolving Loan Fund Grant awarded by the U.S. Environmental Protection Agency.

**Record of Success:**

**Recent Key Wins**

A dynamic aspect of Decide DeKalb since 2016, the DEC drives DeKalb’s nearly $2 billion film, television, music and digital entertainment industry by attracting and expanding industry-specific businesses and connecting county resources to industry leaders. Today, DeKalb is the proud home to three major production studios: Blackhall Studios, Third Rail Studios and Eagle Rock Studios.
The Need: Key Challenges and Opportunities

DeKalb County is in a heated competition with peer counties and regions around the country – and the world.

There will be winners and losers as business and civic leaders in rival communities organize and fund their own economic development, workforce development and redevelopment strategies. Now is our time to rise to the challenge.

Moving forward, DeKalb needs to proactively address significant challenges – and take advantage of opportunities – to ensure future success and prosperity.

Here’s what the research and feedback from the business community shows:

CHALLENGES

Increasing Regional and Global Competition. DeKalb County faces the competitive reality that other communities are also hard at work pursuing the same companies, jobs, and growth opportunities. They are developing more robust economic and community development infrastructure and taking substantial, aggressive measures to improve their competitive positions.

Increased Competition for a Highly Skilled Workforce. As the economy improves, access to a highly skilled localized workforce becomes essential. Frequently, this is the single most crucial factor for businesses in selecting a location. Many of DeKalb’s largest employers are struggling to fill open positions.

Income Disparity and Blighted Neighborhoods. DeKalb County experienced booming business and residential growth until two decades ago, when it faced a slow decline that mirrored changes in the national economic landscape - loss of manufacturing jobs, fewer opportunities to earn middle-class wages, and the decline of once thriving neighborhoods. This trend has created what some call the “Two DeKalbs”: a vibrant prosperous north and some pockets of blight and crime in the south.

Brand Degradation and Negative Perceptions. It is no secret that DeKalb County has an image problem. Onerous and non-transparent regulatory processes (or the perception of these) and past leadership challenges have led to a negative impression on the part of some in the business community. New county leadership, collaborative action and transparency have planted the seeds of transformation and greater trust, and significant strides have been taken to improve the permitting process. But without proactively countering negative perceptions, the community’s brand will continue to struggle.

Lack of a True Public-Private Partnership. Decide DeKalb’s current structure does not rely heavily on private sector engagement, knowledge, influence or financial support. True public-private economic development partnerships in places like Gwinnett, Cobb, and others have significantly more funding and are outsourcing their peers in Metro Atlanta.

OPPORTUNITIES

Better Collaboration Between the Public and Private Sectors. There is now, under the current county leadership, the opportunity to improve the communication and collaboration between the business community and county government. Decide DeKalb is in a unique position to facilitate this public-private partnership for economic growth.

Renewed Focus, Investment and Trust. The county and school system have been investing substantially in infrastructure, positioning DeKalb to compete more effectively for business growth attraction and success. The community is demonstrating trust in the county and school system through the overwhelming passage of the SPLOST (Special Purpose Local Option Sales Tax) and ESPLOST (Education Special Purpose Local Option Sales Tax). These efforts will provide needed funds to improve county infrastructure and reduce property taxes for homeowners, making the county more appealing to both businesses and workers.

Transforming Neighborhoods Through Redevelopment. Although DeKalb County does not have a significant amount of available undeveloped land, it does have a substantial number of redevelopment opportunities. Decide DeKalb partners with public and private organizations to drive catalytic redevelopment projects, which combat blight and improve public safety. This effort is especially significant for the southern part of the county with great potential for transforming neighborhoods through innovative redevelopment projects. Opportunities also exist mid-county along our current and future transit routes and corridors.

Momentum to Build Upon.

In just a few short years, Decide DeKalb has seen tremendous success despite limited resources. The organization has delivered significant economic development wins, including 10,984 announced new and retained jobs and $1.47 billion in announced capital investment.

With greater success comes new and increased responsibilities and expectations that can only be met with increased funding and resources on par with Decide DeKalb’s economic development peers.
The Plan

GOAL 1
Comprehensive Economic Development

Strengthen our brand and marketing capacity

Market DeKalb to the world and extend our global reach as an ideal place for business ▶ NEW!
Create customized and targeted marketing strategies for site location consultants, real estate brokers/developers, and our key target industries: ▶ NEW!
- Life sciences
- Professional and business services
- Logistics
- Construction and support trades
- Advanced manufacturing
- Tourism venues & entertainment

Launch a local comprehensive branding, marketing, and PR campaign to proactively communicate DeKalb’s successes ▶ NEW!

Enhance our resources to recruit, expand and retain business

Conduct an aggressive business recruitment program including national and global business recruitment visits
- National and Global Site Selection visits ▶ NEW!
- Target industry visits ▶ MORE!

Goal 1: Comprehensive Economic Development

Grow Jobs, Business and Our Brand

Decide DeKalb will significantly and aggressively increase its capacity to perform the three core economic development strategies that will strengthen the county’s economy: new business recruitment, existing business retention and expansion, and entrepreneurial and small business development.

Benefits of Goal 1 success include increasing the average wage, lowering unemployment, and increasing the tax base of DeKalb County.

Goal 2
Talent & Workforce Development

Align and deepen Decide DeKalb’s comprehensive business retention and expansion program
- Conduct 500 (100 per year) business retention and expansion program visits with area businesses ▶ MORE!
- Connect companies to the extensive and varied available county, state and federal resources ▶ MORE!

Maximize the impact of DeKalb Entertainment Commission with additional resources
- Grow the industry’s three sub-sectors of film & television, music, and digital entertainment ▶ MORE!
- Attract more projects for local studios ▶ NEW!

Increase investments in regional/statewide partnerships to better position DeKalb with target sectors ▶ MORE!

Continue work to streamline the county’s permitting process and assist in solving issues on specific projects ▶ MORE!

Nurture target industry start-ups and small business growth

Invest in additional entrepreneurial growth recommendations from the 2018 DeKalb Thrives Plan, that could include: ▶ NEW!
- Create new financial incentives to support entrepreneurs
- Identify and engage with existing local crowdfunding and angel networks
- Create specialized academic programs

Recruit private sector-led incubators with co-working space ▶ NEW!

Leverage and grow existing small business resources and partnerships to ensure training/professional development programs align with target industries’ needs ▶ MORE!

Support entrepreneurship growth for 2nd and 3rd stage businesses through annual events and programs with local partners ▶ MORE!

The Plan

GOAL 2
Talent & Workforce Development

Goal 3
Infrastructure & Community Development

The ADVANCE DEKALB Economic Growth Initiative

Based on the DeKalb Thrives Economic Development Strategy and with the support of DeKalb and Metro Atlanta’s business community, Decide DeKalb, through its ADVANCE DEKALB Economic Growth Initiative, is committed to achieving these three equally important, interconnected goals.
Goal 2: Talent and Workforce Development

Develop, Retain and Attract a Skilled Workforce

To achieve the first goal will require greater access to talent and workforce at every part of the talent pipeline.

Business leaders are concerned about finding qualified employees and there is a global battle for talent requiring new local strategies to help companies attract and retain skilled people.

In partnership with the business community and local education institutions, ADVANCE DEKALB will help attract, retain and develop the skilled workforce necessary to meet local business demand.

Assist employers in identifying, attracting, and retaining talent

Establish and expand internship and apprenticeship programs 🔄 NEW!

Build greater awareness of the county’s job opportunities and strong workforce 🔄 MORE!

Partner with WorkSource DeKalb, agencies and employers to coordinate solutions that address common barriers to talent acquisition and retention 🔄 MORE!

◆ Connect HR teams with support tools 🔄 MORE!
  - Re-training tax credits
  - On-the-job training salaries
  - Wage reimbursements
◆ Focus on underserved communities by providing training and addressing logistical impediments 🔄 NEW!
  - Engage in on-the-job training contracts to serve underserved individuals which present a skills gap
  - Sponsor a one-stop-shop location to house training programs for specific employers for high demand careers
  - Offer incentives to current employees to mentor individuals that enter on-the-job training or work-based learning programs

Invest in new workforce development recommendations from the DeKalb Thrives Plan, in partnership with the DeKalb Chamber, WorkSource DeKalb and other educational entities 🔄 NEW!

◆ Strengthen DeKalb’s talent pipeline
◆ Explore target sector job training programs
◆ Create specialized academic programs

Align education resources with existing business needs

Partner with companies to conduct annual employer surveys to determine critical needs 🔄 MORE!

Support education and training institutions (K-12 to post-secondary) in strengthening our homegrown talent pipeline 🔄 MORE!

◆ Advocate for new program/curriculum development that produces the skills and capabilities that match the needs of area business 🔄 MORE!
◆ Identify educational gaps and work with educational and business leaders to identify innovative ways to address them 🔄 MORE!
◆ Develop work-based youth learning programs including on-the-job training and pre-apprenticeship opportunities for high demand careers 🔄 NEW!

Leverage the DeKalb Entertainment Commission’s impact by implementing programs that increase the qualified workforce in the sub-sectors of film & television, music, and digital entertainment 🔄 NEW!

“With historically low unemployment, DeKalb employers struggle to find the right workers with the right skills. WorkSource DeKalb and ADVANCE DEKALB share a common goal – to increase employment, retention, and earnings of local residents while enhancing the productivity and competitiveness of local employers. ADVANCE DEKALB will provide much-needed resources to accomplish this goal together.”

Theresa Austin-Gibbons
Director, WorkSource DeKalb
Goal 3: Infrastructure & Community Development

Invest in Revitalization, the Community, and our Future

Environment and quality of place are top location factors for businesses and talent. To achieve the first two goals of ADVANCE DEKALB, it is necessary to protect and improve our quality of life and quality of place.

We must acknowledge our challenges and address them head on. We must learn from the best communities in the nation, invest in long-term solutions, and revitalize our blighted neighborhoods by reversing the trend that has led to what some leaders have called, “The Two DeKalbs,” one of our biggest challenges – and greatest opportunities.

Create best practices for our community and sense of place

Conduct 2-3 community benchmarking missions to peer communities to learn from and implement best practices to make DeKalb’s economy more vibrant, diverse and globally competitive

Create more modern, attractive industrial spaces and update the county’s infrastructure by implementing the DeKalb County Industrial Land & Economy Study prepared by Georgia Tech

Revitalize older areas with catalytic redevelopment projects

Conduct at least one tour per year of the county to highlight development and re-development opportunities to commercial real estate and development professionals

Develop new relationships with development partners to drive catalytic redevelopment projects within the county, including, for example:
- Master plan development for the Kensington/MARTA Station Area
- Implement Conley Area Industrial Study recommendations

Invest for the long-term through creative financial tools

Conduct a tax allocation district assessment and implement recommendations to fund public improvements to attract private investment

Apply for/receive a new markets tax credit allocation to attract private investment and revitalize targeted DeKalb neighborhoods

Pursue opportunity zone designations in specific older commercial and industrial areas of DeKalb to incentivize business growth, redevelopment and revitalization efforts

Explore targeted legislation to create new beneficial economic development tools for development authorities in the region and throughout the state
The Impact and ROI

**ADVANCE DEKALB: 2019 - 2023 Economic Growth Initiative**

**What's the Impact of New Business Recruitment?**

What's the bottom line? The ADVANCE DEKALB 2019-2023 Strategic Economic Growth Initiative (when adequately funded) will result in a variety of tangible and intangible benefits to the county.

According to an independent Economic Impact Analysis conducted by Robert Lann of the Economic Impact Group in July 2018, we can expect significant new jobs for the county, greater demand on existing businesses that will spur new business growth, new business attraction, and new capital investment for the entire county.

### Jobs Payroll

- **Direct*** 8,000 $546,099,309
- **Indirect** 4,103 $195,447,940
- **Induced*** 5,103 $209,803,611
- **Total** 17,206 $951,350,860

### Forecasts

- **Jobs** 17,206
- **Direct Jobs** $405 million/year
- **Indirect Jobs** $536 million/year
- **Induced Jobs** $183 million/year
- **Annual Sales Tax Revenue** $5.6 million/year

### Forecasts - New Average Household Expenditures

<table>
<thead>
<tr>
<th>Categories</th>
<th>Amount</th>
<th>Percent of Expenditures</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FOOD AND ALCOHOLIC BEVERAGES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Food at Home</td>
<td>$31,568,330</td>
<td>55.1% of Food &amp; AB</td>
</tr>
<tr>
<td>Food Away from Home</td>
<td>$23,005,679</td>
<td>40.1% of Food &amp; AB</td>
</tr>
<tr>
<td>Alcoholic beverages</td>
<td>$2,739,590</td>
<td>4.8% of Food &amp; AB</td>
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<tr>
<td><strong>HOUSING</strong></td>
<td>$182,824,484</td>
<td>34.1% of Expenditures</td>
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<tr>
<td>Shelter</td>
<td>$105,818,811</td>
<td>57.9% of Housing</td>
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<tr>
<td>Owned dwellings</td>
<td>$60,454,287</td>
<td>57.1% of Shelter</td>
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<tr>
<td>Rented dwellings</td>
<td>$37,311,713</td>
<td>35.3% of Shelter</td>
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<tr>
<td>Other lodging</td>
<td>$8,052,812</td>
<td>7.6% of Shelter</td>
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<tr>
<td>Utilities, fuels, and public services</td>
<td>$40,952,684</td>
<td>22.4% of Housing</td>
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<tr>
<td>Household operations</td>
<td>$14,662,524</td>
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<tr>
<td>Housekeeping supplies</td>
<td>$4,479,200</td>
<td>2.5% of Housing</td>
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<tr>
<td>Household furnishings and equipment</td>
<td>$16,911,265</td>
<td>9.3% of Housing</td>
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<td><strong>HEALTHCARE</strong></td>
<td>$36,832,968</td>
<td>6.9% of Expenditures</td>
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<td><strong>TRANSPORTATION</strong></td>
<td>$98,274,862</td>
<td>18.3% of Expenditures</td>
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<td>Vehicle purchases (net outlay)</td>
<td>$46,542,975</td>
<td>47.4% of Transportation</td>
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<tr>
<td>Gasoline and motor oil</td>
<td>$22,583,563</td>
<td>23.0% of Transportation</td>
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<tr>
<td>Other vehicle expenses</td>
<td>$24,431,131</td>
<td>24.9% of Transportation</td>
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<tr>
<td>Public Transportation</td>
<td>$1,172,694</td>
<td>4.8% of Transportation</td>
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<tr>
<td><strong>APPAREL AND SERVICES</strong></td>
<td>$17,478,235</td>
<td>3.3% of Expenditures</td>
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<td><strong>PERSONAL CARE PRODUCTS</strong></td>
<td>$5,307,808</td>
<td>1.0% of Expenditures</td>
</tr>
<tr>
<td><strong>PERSONAL INSURANCE &amp; PENSIONS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Life and other personal insurance</td>
<td>$1,606,695</td>
<td>2.2% of Personal insurance</td>
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<tr>
<td>Pensions and Social Security</td>
<td>$72,441,945</td>
<td>97.8% of Personal insurance</td>
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<td><strong>ENTERTAINMENT</strong></td>
<td>$28,254,693</td>
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<td><strong>CASH CONTRIBUTIONS</strong></td>
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<tr>
<td><strong>EDUCATION</strong></td>
<td>$11,848,742</td>
<td>2.2% of Expenditures</td>
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<tr>
<td><strong>MISCELLANEOUS</strong></td>
<td>$8,310,204</td>
<td>1.6% of Expenditures</td>
</tr>
</tbody>
</table>

### 2019-2023 Strategic Initiative:
#### Five-Year Budget

Decide DeKalb estimates that it will need a five-year total increased budget of $1,500,000 to $2,000,000 ($350,000 to $400,000 per year) to implement the "NEW" and "MORE" strategies and tactics contained in the ADVANCE DEKALB Initiative.

Of note, Decide DeKalb currently receives $750,000 from the County and generates approximately $700,000 from project issuer/annual fees annually for a total of $1,450,000 per year.

This campaign would increase the total to $1,850,000 per year or $9.25 million over five years.

#### Use of NEW ADVANCE DEKALB Resources:

<table>
<thead>
<tr>
<th>GOAL</th>
<th>ANNUAL</th>
<th>2019-2023 TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Comprehensive Economic Development</td>
<td>$175K</td>
<td>$875K</td>
</tr>
<tr>
<td>2. Talent and Workforce Development</td>
<td>$120K</td>
<td>$600K</td>
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<tr>
<td>3. Infrastructure and Community Development</td>
<td>$105K</td>
<td>$525K</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$400K</strong></td>
<td><strong>$2M</strong></td>
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</tbody>
</table>

#### TOTAL FIVE-YEAR BUDGET

<table>
<thead>
<tr>
<th>YEARS</th>
<th>NEW</th>
<th>EXISTING PUBLIC/FEES</th>
<th>TOTAL BUDGET</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>$400,000</td>
<td>$1,450,000</td>
<td>$1,850,000</td>
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<tr>
<td>2020</td>
<td>$400,000</td>
<td>$1,450,000</td>
<td>$1,850,000</td>
</tr>
<tr>
<td>2021</td>
<td>$400,000</td>
<td>$1,450,000</td>
<td>$1,850,000</td>
</tr>
<tr>
<td>2022</td>
<td>$400,000</td>
<td>$1,450,000</td>
<td>$1,850,000</td>
</tr>
<tr>
<td>2023</td>
<td>$400,000</td>
<td>$1,450,000</td>
<td>$1,850,000</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$2,000,000</strong></td>
<td><strong>$7,250,000</strong></td>
<td><strong>$9,250,000</strong></td>
</tr>
</tbody>
</table>

Investor confidence in and support of the ADVANCE DEKALB Initiative will only be maintained through the highest level of transparency, communications, and accountability. It will also require that DeKalb County's “first team” of business leaders take an active role in keeping the Initiative on task, on time, and on budget.

Specific oversight of the Initiative will be vested in an Investor and Stakeholder Steering Committee, which will evolve more fully after funds have been committed to ADVANCE DEKALB (“Decide DeKalb Economic Development Foundation, Inc.”) a 501(c)(3) nonprofit organization.

The steering committee will be comprised of individuals whose financial investment clearly identifies their commitment to the program's success.

#### Join Us

Investments in this program should be based on each organization’s/individual’s financial capacity, potential for direct benefit, and community leadership.

Now is the time for private and public-sector leaders of DeKalb County to form and drive a partnership that will accelerate economic and community development. Now is the time for the business community and county government to assume a new level of leadership and influence over driving economic growth in DeKalb County.

By investing in this plan, you will be among the few, exclusive leaders taking DeKalb County to the next level of economic prosperity.

Thank you.
Advance DeKalb Leadership

**Campaign General Co-Chairs**

Ryan Millsap  
Chairman and CEO, Blackhall Studios

Don Bolia  
Founder and Principal, Peachtree Government Relations

**Campaign Advisory Council**

Dr. Claire Sterk  
President, Emory University

Dr. Jonathan Lewin  
President, CEO, and Chairman of the Board, Emory Healthcare

**Campaign Operations Committee**

Australia Hoover  
CDC Federal Credit Union

Kim Adams  
Cox Automotive

Al Edwards  
Corporate Environmental Risk Management (CERM)

Kevin Greiner  
CEO, Gas South

Doug Jenkins  
Metro North Region Manager, Georgia Power

Linda Johnson  
Perimeter CID

Ann Hanlon  
Perimeter CID

Toni Hannah  
Georgia Power

Jim Monacell  
Smith, Gambrell & Russell

Trey Ragsdale  
Kaiser Permanente

Kirby Thompson  
SunTrust Bank

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Partner, Peachtree Government Relations

Kevin Gooch, Esq.  
Vice-Chair  
Partner, DLA Piper LLP

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Baoky Vu  
Treasurer  
Principal, Silverberry Capital

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Cox Automotive, Inc.

Rebekah Coblentz  
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Senior Property Manager, NAI Brannen Goddard

Andrew Greenberg  
Board Member  
Executive Director, Georgia Game Developers Association

Sai Reddy  
Board Member  
Development Manager, Dunkin Brands

James P. Monacell, Esq.  
Counsel  
Smith, Gambrell & Russell, LLP

Tyrone Rachal  
Immediate Past-Chair  
Urban Key Capital Partners

Decide DeKalb
Development Authority

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Decatur, GA 30030

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