



Development Authority of DeKalb County, Georgia d.b.a.

Decide DeKalb Development Authority

Board Members Officers

Mr. Don Bolia
Chair of the Authority
Partner
Peachtree Government
Relations

Mr. Kevin Gooch, Esq.
Vice-Chair of the Authority
Partner
Holland & Knight LLP

Ms. Miranda Mack McKenzie
Secretary of the Authority

Mr. Andrew Greenberg
Board Member of the Authority
Executive Director
Georgia Game Developers
Association

Rebekah Coblentz
Board Member of the Authority
Senior Property Manager
NAI Brannen Goddard

Mr. Robert Patrick
Board Member of the Authority
District 1 DeKalb County
Commissioner

Ms. Ansly Moyer
Counsel to the Authority
Arnall Golden Gregory, LLP

DECIDE DEKALB DEVELOPMENT AUTHORITY BOARD MEETING

Date: Thursday, February 9th, 202
Time: 8:30 AM
Location: Decide DeKalb Office
1 W Court Sq Suite #460
Decatur, Ga 30030

Board Members Present:

Don Bolia, Chair
Andrew Greenberg, Board Member
Robert Patrick, Board Member
Rebekah Coblentz, Board Member
Miranda Mack McKenzie, Secretary

Board Members Absent:

Kevin Gooch, Vice- Chair

Legal Counsel Present

Ansly Moyer, AGG

Staff Members Present

Dorian DeBarr, President
Terra Washington, Vice President, Marketing & Communication
Amanda McAbee, Director, Accounting & Finance
Sunny Anderson, Senior Business Attraction Manager
Shelbia Jackson, Director, DeKalb Entertainment Commission
Jenee Williams, HR Coordinator/Office Manager
Holly Smith, Executive Assistant
Laura Ramos, Marketing Manager
Joshua Williams, Business Relations Specialist
Katrina Young, Business Retention Manager

Others Present

Kate Russell, Mauldin & Jenkins
Amanda Shailendra, Pendleton Group

The February meeting of the Decide DeKalb Development Authority was called to order at 8:39 am on Thursday, February 9th, 202, at the offices of Decide DeKalb Development Authority 1 West Court Square Decatur, Ga 30030.

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I. CALL TO ORDER

Chair Bolia presided.

II. ITEMS FOR DECISION

A. Approval of November 10, 2022, Board Meeting Minutes:

Mr. Greenberg made a motion to approve the November 10, 2022, Board Meeting minutes as presented. Ms. Coblenz seconded the motion which was unanimously approved.

B. Approval of the December 2022 Financials:

Ms. McAbee presented the December financials.

Current assets are as follows: Cash \$1.7m, Total investments \$832k, Accounts Receivable \$873k.

Chair Bolia requested that an Ad Hoc Finance Committee meeting be convened if necessary to further discuss the budget.

Ms. Coblenz made a motion to approve the December 2022 Financials. Mr. Patrick seconded the motion which was unanimously approved.

C. Approval of Resolution Confirming Appointment of Officers:

Agenda item was deferred to a future meeting.

III. Discussion:

A. 2022 Results/2023 Goals:

Mr. DeBarr presented the 2022 results and 2023 goals.

In 2022 the Authority facilitate \$836m in investments, 127 leads, 55 projects, 17 wins and 81 BRE meetings. The Marketing team launched 13 campaigns and worked with Commissioner Patrick's office and Georgia Power to host first training. DDDA was awarded 3 redevelopment projects within the Kensington TAD, and submitted 3 opportunity zone applications.

For 2023, the Authority goals are as follows: Facilitate \$200m in investments, generate 100 leads, 40 projects, 15 wins, 79 BRE meetings, and create 1 industry roundtable for target industries.

In marketing, create 12 marketing campaigns, promote 10 stories/initiatives through social media, increase brand awareness by 15%, and host an ED training series for stakeholders.

In Business Development, create 3 programs to support workforce, submit 3 additional opportunity zone applications, launch brownfields research tool, open applications for the Briarcliff and Avondale TADs, and create one additional TAD.

In Operations, develop and roll out a new employee handbook, streamline HR & IT functions, update the 5-year strategic plan, complete a HR certification and continue staff professional development.

The board questioned if the numbers in goal objective 1 should be revisited based on the numbers that were done in 2022. Mr. DeBarr noted that the project pipeline/activity in 2023 is lower than it was in 2022 reflecting the change in 2023 numbers.

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B. 2023 Budget:

Ms. McAbee presented the 2023 budget.

The Authority budget is broken into 3 departments: Operating, Economic Development and Marketing.

The budget for 2023 has increased by 9% due to the additional County funding to \$1.75m.

In expenses, \$1.79m is allocated for salaries and benefits, \$1.4m for programs which include TADs, Made in DeKalb, DEC, We DeKalb and consulting, \$272k for overhead and \$108k for office equipment.

Ms. McAbee presented a budget comparison of expenses from 2022. The most significant changes were reflected in Annual Fees with an 83% increase, Issuer Fees 76% decrease, and Private Hospital Allocation 66% decrease all due to collections

In operations, Conferences increased by 90%, Professional Development increased by 38% due to the team reconvening to more in person/ out of town events. Consulting increased by 38% due to hiring consultants to assist with vacant positions.

The board will review the budget and be prepared to vote at the next board meeting.

C. Economic Update:

Ms. Amanda Shailendra, Pendleton presented to the board and provided some updates about current economic trends in the Economic Development industry.

Some trends discussed, included the decrease in office space leasing due to companies discovering not needing as much office space if any at all. Solar, electric and green related projects have been on an upswing as well as South Korean projects.

There is currently a bill in motion which would allow government agencies to continue to hold virtual meetings. Chair Bolia voiced going forward his desire to establish a hybrid model for meetings, hosting some meetings in person at different locations in the County and some virtual based on attendance and the agenda.

D. Affordable Housing Compliance Update:

Kate Russell, Mauldin & Jenkins presented to the board.

Mauldin & Jenkins performs yearly compliance checks to ensure that projects that received property tax incentives with affordable housing components are upholding the provisions of their lease agreement.

In 2022 M&J performed compliance reviews for four developments. In 2021 two properties were identified as significantly noncompliant with the provisions of their agreement. SMLA Avondale (Icon Avondale) and Solomon-Decatur (Holbrook Decatur).

After extensive review, M&J found that both properties have made improvements to their compliance provisions. For SMLA Avondale, the Authority will need to determine if the improvement in occupancy rates constitutes an appropriate remedy. For Solomon Decatur, the Authority will need to determine if the improvement is a reasonable best effort on the part of Solomon Decatur.

The board will receive the January report for year 2022 from Solomon Decatur and another update from Mauldin & Jenkins before taking any action.

E. President's Report:

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Mr. DeBarr presented the President's Report highlighting DDDA's current standing: 200 new jobs, \$4m in investment and 10 BRE visits.

Mr. DeBarr provided the board with updates, 2 job postings are currently open for a VP of Redevelopment and Manager of Redevelopment. Ms. Holly Smith, Executive Assistant has been brought on as a new employee.

The proposed Project Incentive procedure was presented to the board for review and discussion.

A copy of the full President's Report and all Fact Sheets presented to the Board are included in the meeting file.

The DeKalb Development Authority Board Meeting adjourned at 9:13 a.m.

Adopted by the Board in the meeting
of _____,
(Date of Meeting)

(Signature of Presiding Officer)

Filename: February 2023 Board Meeting Minutes .docx
Directory: /Users/lauramos/Library/Containers/com.microsoft.Word/Data/Documents
Template: /Users/lauramos/Library/Group Containers/UBF8T346G9.Office/User Content.localized/Templates.localized/Normal.dotm
Title:
Subject:
Author: Jenee Williams
Keywords:
Comments:
Creation Date: 5/30/23 12:50:00 PM
Change Number: 2
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