



# Development Authority of DeKalb County d.b.a.

## Decide DeKalb Development Authority

### PROJECT INCENTIVES REVIEW COMMITTEE MEETING SUMMARY

#### Board Members Officers

Ms. Ann Hanlon  
Chair of the Authority  
Partner  
Perimeter CID

Mr. Cornell McBride  
Vice Chair of the Authority  
McBride Research Labs

Mr. Stephen P. Smith  
Treasurer of the Authority

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

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

Ms. Glianny Fagundo  
Board Member of the Authority  
Thompson Hine LLP

Mr. Jim Durrett  
Board Member of the Authority  
Buckhead CID

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

**Date:** Friday, November 7, 2025

**Time:** 9:30 am

**Location:** Zoom

Join the Zoom Meeting:

<https://us06web.zoom.us/j/81949969562?pwd=ey8ClgF3VYam6Vk8e6C08V0fErGS4x.1>

Meeting ID: 819 4996 9562

Passcode: 847628

#### **I. Call to Order – Cornell McBride, Chair**

#### **II. Items for Approval**

- a. Approval of October 3<sup>rd</sup>, 2025 Meeting Minutes—Approved

#### **III. Items for Review**

- a. Inducement and Bond Resolution for Taxable Revenue Bonds for United Parcel Service, Inc in an amount not to exceed \$151,090,906 – Moved to full board

#### **IV. Items for Discussion**

- a. Economic Development Update – Randi Mason

In attendance:

Committee members: Cornell McBride, Commissioner Robert Patrick, Andrew Greenberg

Other Board members: None

Staff: Diana Pitcher Williams, Sunny Anderson, Katelin McClure, Randi Mason, and Ansly Moyer, legal counsel

Other: Allison Dyer, Holland & Knight LLP, Aadarsha Basavarajurs, UPS

### **Call to Order**

The November 7th, 2025 meeting of the Project Incentives Review Committee of the Decide DeKalb Development Authority Board was called to order at 9:32 am.

### **Items for Approval**

#### **a. Approval of the October 3<sup>rd</sup>, 2025 Minutes**

Motion by Andrew Greenberg to approve. Seconded by Commissioner Patrick. Approved unanimously.

### **Items for Review**

#### **a. Inducement and Bond Resolution for Taxable Revenue Bonds for United Parcel Service, Inc in an amount not to exceed \$151,090,906**

Sunny Anderson presented the fact sheet to the committee, explaining that this is a modernization effort to update the UPS Pleasantdale facility into a smart hub. Mrs. Anderson explained the changing competitive environment and other factors have led UPS to undertake a modernization and reconfiguration of its operations. Internal evaluations at UPS have led to the closure of 73 UPS Ground facilities to date. The conversion to modern sorting equipment was considered for several existing UPS hub locations around the Southeast, and the availability of Decide DeKalb's tax incentive program was a deciding factor in the decision to upgrade the hub facility on Pleasantdale Road. There will be an estimated \$10.1 million tax savings over the ten-year incentive period. The fiscal impact analysis report showed that, inclusive of the property tax incentive, the net present value of the revenue to DeKalb County over a 10-year period, using a discount rate of 5%, is \$4.4 million. Inclusive of the property tax incentive, the net present

value of the revenue to the DeKalb County School District over a 10-year period, is \$2.0 million. UPS is retaining 753 full time employees and 926 part time employees in this project—however manual labor positions numbering at 374 employees will be replaced by smart technology. Ms. Adarsha Basavarajurs, UPS East Region Tax Director & Global Tax Credits & Incentives Coordinator, explained in more detail the condition of the 48-year-old facility, and the national expansion efforts that took place in 2014. Present day, UPS is projecting tech expansions to facilities to meet competition and demand, while simultaneously consolidating to stay competitive. The company is committing \$151 million dollars to install new equipment and modernize the Pleasantdale building. Mr. Greenberg thanked UPS for its continued partnership with DeKalb County and inquired how many employees live in DeKalb. Ms. Basavarajurs responded that she would need to report back on this information. In response to questions from Mr. Greenberg regarding what training and new roles will be available to the replaced positions, Ms. Basavarajurs replied that those employees would be given the opportunity to apply to positions and that there are various industry circumstances at play including union contracts that may control certain aspects. Mr. Greenberg asked if there were any clawback provisions in the 2012 UPS incentive agreement for job losses. Ms. Moyer replied there were not, explaining that DDDA does not have claw backs as a part of its standard program documents. Mr. Greenberg stated his desire that the documents be updated to include the retained job numbers, and Ms. Moyer replied that she would work with bond counsel to update the current bond document drafts to include the expectations on economic development goals before presentation to the full Board for approval. Commission Patrick asked if would there be an opportunity for the County to partner with UPS for a master plan if the facility closes down, and Ms. Basavarajurs replied she would discuss this with the appropriate persons at UPS. Commissioner Patrick also asked if UPS would be interested in an ordinance for drone distribution with DeKalb County, and Ms. Basavarajurs responded she would discuss this with the appropriate persons at UPS. Commissioner Patrick asked Ms. Basavarajurs to summarize the justification for the incentive and Ms. Basavarajurs replied that it necessary for UPS to stay innovative and competitive in order to stay in business. The facility is old and this upgrade will help UPS stay in DeKalb County and provide jobs with significant benefits. Commissioner Patrick also mentioned opportunity for pedestrian friendly changes at the site.

Chair McBride expressed his support for the project and recommendation for approval. Mr. Greenberg made a motion for approval, with the condition that the legal documents be updated to ensure that retained jobs are met. Commissioner Patrick seconded. Unanimous approval.

**a. Economic Development Update**

Randi Mason details the SEDP and explained that DDDA expects to finalize the plan by the end of the year. The Board retreat will feature a presentation from KB. There has been consistent partners engagement. Ms. Anderson attended site selector events to platform DeKalb County for development.

There being no additional business to discuss, the meeting was adjourned at 10:16am.