



**Development Authority of DeKalb County  
d.b.a.  
Decide DeKalb Development Authority**

**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. 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

Mr. Stephen P. Smith  
Treasurer of the Authority  
Beveridge & Diamond PC

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

**DECIDE DEKALB DEVELOPMENT AUTHORITY BOARD MEETING**

**Date:** November 13th, 2025

**Time:** 11:30 AM

**Location:** Zoom

**Board Members Present:**

Ann Hanlon, Chair  
Cornell McBride, Vice Chair  
Stephen P. Smith, Treasurer  
Andrew Greenberg, Secretary  
Jim Durrett, Board Member  
Glianny Fagundo, Board Member  
Robert Patrick, Board Member

**Legal Counsel Present**

Ansly Moyer, Arnall Golden Gregory LLP

**Staff Members Present**

Dorian DeBarr, President  
Amanda McAbee, Director, Accounting & Finance & HR  
Terra Washington, VP, Marketing  
Sunny Anderson, Director, ED  
Courtney Haynes, Executive Assistant  
Tiffany Wills, VP, Redevelopment  
Randi Mason, VP, ED  
Shelbia Jackson, Director, DEC  
Laura Ramos, Marketing Manager  
Katelin McClure, ED Coordinator

**Others Present**

Matthew Gries, UPS  
Dan Whisenhunt, Decaturish  
Allison Dyer, Holland & Knight  
Zachary Hansen, AJC  
Jessica Rodrigues, IRC  
Phil York, IRC  
Ayaz Ahmed, IRC  
Barton Lowery, MAC  
Lauren Price, GA EMC  
Bob Kosek, GEDA  
Monee Sanders, DeKalb Resident  
Aadarsha Basavarajurs, UPS

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The November meeting of the Decide DeKalb Development Authority was called to order at 11:33am on Thursday, November 13<sup>th</sup>, 2025, virtually via zoom.

**I. CALL TO ORDER**

Chair Hanlon presided.

**II. ITEMS FOR DECISION**

**A. Approval of October Board Meeting Minutes:**

Mr. Durrett made a motion to approve the October Board Meeting Minutes. Mr. Greenberg seconded the motion which was unanimously approved.

**B. Approval of September Financials:**

Ms. McAbee presented the September 2025 financials.

Current assets are as follows: Cash \$1.4m, Total investments \$2.3m, Accounts Receivable \$1.1m.

Ms. McAbee covered the financial review for the 9 months ending September 2025, with the current assets, revenues, and expenses. The actual revenue was \$2,467,147 against a budget of \$2,729,788, resulting in a \$262,000 difference, mainly due to TAD activities. The net loss was \$147,506, close to the budgeted amount. For September, the actual revenue was \$281,631 against a budget of \$310,089, with a net income of \$9,767.

Mr. Durrett made a motion to approve the September 2025 Financials. Vice Chair McBride seconded the motion which was unanimously approved.

**C. Approval of Inducement and Bond Resolution for Not to Exceed \$151,090,906 Development Authority of DeKalb County Revenue Bonds (United Parcel Service, Inc. Project), Series 2025 (3930 Pleasantdale Road, Doraville, Georgia):**

Ms. Anderson recognized Mr. Kosek, Mr. Lowrey and Ms. Price and thanked them for their partnership and continued support of DeKalb County. Ms. Anderson presented the fact sheet for the Inducement and Bond Resolution for the UPS project, an approximately \$151 million investment in the Pleasantdale hub facility. The conversion of this facility to modern sorting equipment was considered for several existing UPS hub locations around the Southeast. The availability of the tax incentives program through Decide DeKalb was a deciding factor in upgrading the hub facility on Pleasantdale Road. The estimated tax savings to the company over a 10-year period using Decide DeKalb's standard leasehold model, is approximately \$10.1 million. The fiscal impact analysis reported 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

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million and, 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 will retain 753 full-time employees and 926 part-time employees as a result of the new investment in the Pleasantdale Hub. There will, however, be a reduction of workforce to the Pleasantdale Hub through relocation, attrition, or position elimination. The primary displacement will affect the manual labor positions involved in sorting packages, which will be replaced by a sophisticated system of conveyors and imaging machinery. UPS expects that 374 part-time, union positions will not be brought back to this facility as a result of this project.

Ms. Anderson further stated that, following questions raised during the PIR committee meeting, the company reported that approximately 40% of the employees at the facility are DeKalb residents, consistent with other large employers the Board has supported, and also reported spending approximately \$500,000 in 2024 on training for employees.

Mr. Greenberg stated his appreciation of the retained jobs and asked whether language had been added to the legal documents to support the job numbers being presented to the Board. Ms. Dyer responded that a covenant had been added to the lease agreement regarding the company's good faith best efforts for the job retention numbers. Mr. Greenberg stated his desire to ensure that the jobs are retained. Ms. Dyer responded that any additional requirements had not been part of the application and policy materials provided to the company, and the company was not in a position to make any additional agreements at this time. Mr. Greenberg and Commissioner Patrick both commented on their desire to have broader discussions around the Board's incentive policy at the next Board retreat. Commissioner Patrick also stated his desire for continued discussions with the company around a master plan for the County if the project closes in the future, as well as a drone ordinance and trail systems.

Ms. Fagundo made a motion to approve the Inducement and Bond Resolution for Not to Exceed \$151,090,906 Development Authority of DeKalb County Revenue Bonds (United Parcel Service, Inc. Project), Series 2025 (3930 Pleasantdale Road, Doraville, Georgia). Vice Chair McBride seconded the motion which was unanimously approved.

**D. Approval of Consulting Agreement with the International Rescue Committee for Business Technical Assistance Services:**

The IRC contract for a Global DeKalb effort focused on supporting immigrant-owned businesses along Buford Highway, Clarkston, and other corridors was presented for approval. Ms. Anderson explained that the contract remains unchanged from the version presented at last month's meeting and deferred, with data sharing and privacy concerns addressed through additional conversations with the consultant.

Commissioner Patrick made a motion to approve the Consulting Agreement with the International Rescue Committee for Business Technical Assistance Services. Mr. Greenberg seconded the motion which was unanimously approved.

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**III. DISCUSSION:**

**A. President's Report:**

President DeBarr presented the President's Report highlighting DDDA's current standing: 928 new and retained jobs, \$21.4m in investment and 92 BRE visits.

Mr. DeBarr provided updates on the office move to the fifth floor, noting some changes in lease terms and tenant allowance. The team discussed various initiatives, including partnership meetings with Stonecrest and Brookhaven, the Industry Ready program, and the DeKalb Supplier Academy.

Ms. Wills reported on redevelopment activities, including participation in the Urban Land Institute's Mini Technical Assistance Panel and collaboration with DeKalb County School District on the SAP process. The board also heard updates on the DeKalb Entertainment Commission's efforts in film and esports, as well as marketing and communications initiatives.

There being no further business to discuss, the meeting was adjourned at approximately 12:25 p.m.