

Griffin-Spalding County Development Authority

Mission Statement

The mission of the Griffin-Spalding County Development Authority is to increase and enhance the quality of life of all our citizens by causing basic employers to expand existing facilities and to locate new facilities in our County, thus providing employment and new payrolls to enlarge the total economy of the area.

Strategy Statement

The Development Authority will market privately-owned property when applicable, and will acquire, develop and market industrial and commercial property when needed to provide a physical location where basic employers can locate. This includes:

- o Industrial parks.
- o Office parks.
- o Spec buildings.

Specific basic employers may include facilities like:

- o Corporate or Division Headquarters.
- o Manufacturing and warehousing plants.
- o Federal and state facilities, offices, schools, military installations, etc.
- o Agribusinesses, possibly related to research at the Experiment Station.
- o Convention hotels and other tourist and visitor-serving facilities.

The Development Authority will maintain offices in Griffin and market in a professional manner the entire community as a location for basic employers. Primary marketing will be directed at the statewide development agencies, which maintain an ongoing global marketing program to businesses and industries.

New and inovative marketing techniques will be attemped, while at the same time continuing a basic economic development effort, using tried and true economic development techniques and methods.

Griffin-Spalding County Development Authority

Revised February 27, 1992

4. Logging in and handling project inquiries
 - A. Responding to inquiries.
 - B. Preparing presentations.
 - C. Checking on projects after submitted.
 - D. Tracking projects until we are eliminated or visited.
5. Prospect visits
 - A. Follow prospect's wishes on the schedule for the visit.
 - B. Include community business and political leaders if allowed.
 - C. Determine Tour route.
 - D. Visit other industries when time allows.
 - E. Show all properties that meet criteria.
6. Follow-up after the visit
 - A. With the Statewide developers.
 - B. With the prospect directly if authorized.
 - C. Track project until we are eliminated.
 - D. Keep the statewide developer informed on our follow-up actions.
7. Public Relations program
 - A. Improve image of Griffin-Spalding.
 - B. Advise media of good things happening here.
 - C. Downplay bad publicity.
8. Economic Impact Calculation Plan
 - A. Calculate local taxes expected from project.
 - [1]. Sales tax.
 - [2]. Property tax to city.
 - [3]. Property tax to county.
 - [4]. Property tax to schools.
 - B. Estimate Payroll Multiplier for the particular project.
 - C. Calculate using "What 100 New Jobs Mean" formulas.
9. Incentives
 - A. Setting up formulas
(Wage levels X Jobs X some factor = Maximum incentive)
 - B. Industry types that don't qualify for incentives.
 - [1]. Union companies.
 - [2]. Companies which may hurt an existing company in some way.
 - C. Quick-response plan for C. E. O. to use based on above formula.
10. Sites
 - A. Identification of potential industrial and commercial sites.
 - [1]. Sites with sewers.
 - [2]. Sites to which sewers could be extended.
 - [3]. Zoning or rezoning to meet industrial needs.
 - [4]. Get assistance of statewide developers in analyzing potential industrial sites.
 - B. Holding of sites for industrial use.
 - [1]. Purchase by GSDA of sites with sewers.
 - [2]. Long-term (5 year) options on others.
 - [3]. Determine: "Is there any other way?"
 - C. Annexation of best of the identified sites
 - [1]. Request city to run sewer mains.
 - [2]. Determine how to hold price of sites down to be competitive.
 - [3]. Zone to keep out residential or commercial ventures in an industrial area.

Griffin-Spalding County Development Authority

Revised February 27, 1992

Long Range Plan Outline

A plan must include short range items and also be long range in scope. It should also include cost estimates for each item. A step-by-step listing should show how progress is expected in each area that funding is provided.

The following items should be included in a plan:

1. Developing leadership by training new officials on proper economic development procedures.
 - A. Orientation for new Development Authority members.
 - B. Orientation for new elected city and county officials.
 - C. Annual update meeting of Development Authority with elected officials.
 - D. Quarterly reporting at City and County meetings.
2. Provide research information on the community.
 - A. Research information requested by prospects.
 - B. Put information in a form to be provided to all applicable projects.
 - C. Computerize information for rapid and attractive presentations to clients.
 - D. Develop site information to fullest for each site requested by various prospects.
 - E. Maintain available industrial building files for all buildings over 10,000 sq. ft.
 - F. Be able to print out building and site information on laser printer.
3. Marketing to generate projects
 - A. To statewide developers who develop the projects.
 - [1]. Atlanta calls
 - a. Meetings in their offices and luncheon appointments
 - b. Telephone and FAX contacts on a regular basis.
 - [2]. Developers' Day - Annually
 - a. Developers in Griffin in September.
 1. Invitations to:
 - A. Statewide developers
 - B. Consultants
 - C. Industrial Real Estate Representatives
 - b. Development Authority to Atlanta in March to call on same.
 - [3]. Entertaining statewide developers in Griffin
 - a. Golf or other sports outings for individual developers.
 - b. Tours and lunch meeting with individual developers.
 - c. Orientation in Griffin for new employees of statewide developers.
 - [4]. Direct mailings using computer letters.
 - a. Any newsworthy information on the area.
 - b. New sites and buildings that come available.
 - B. Prospects that can be identified.
 - [1]. Direct mailings using computer letters.
 - [2]. Calls on Atlanta companies who might move.
 - C. Consultants who have projects.
 - [1]. Networking calls and meetings in their offices
 - [2]. Direct mailings

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D. Site Acquisition Plan

- [1]. Find way to purchase best 100-200 acre non-rail site.
 - a. Landrum-Morris 99-acre site. (Has sewer line.)
 - b. Ivan Taylor 99-acre site. (No sewer line.)
- [2]. Find way to purchase best 200-500 acre rail-served site.
 - a. Newton Crouch Big Shanty property. (Must run sewers.)

11. Existing Industry Program.

- A. Make regular calls on local industries to determine needs.
 - [1]. By CEO
 - [2]. By Authority Members

12. Obtain, furnish, equip, and maintain office space on a temporary basis.

13. Find and acquire a permanent "Economic Development Center" to be owned, or long-term leased, by the Development Authority with space rented out to other agencies; ie, Chamber of Commerce, United Way, Junior Achievement, Goals for Griffin-Spalding Co., Kiwanis Club, Clean Community Commission, Convention and Tourism Bureau and others.

14. Adopt an annual operating budget.

15. Determine an annual site acquisition/site development capital budget.

16. Get both budgets approved for city and county funding.

The End

**GRIFFIN-SPALDING DEVELOPMENT AUTHORITY
COMMITTEES
2014**

Executive Committee:

Primary responsibilities:

1. To handle all matters as relates to personnel.
2. To handle all matters as delegated by the Chairman.
3. To serve as a budget committee.

Members:

Chuck Copeland, Chair
Alton Knight, Vice Chair
Tom Gardner, Secretary/Treasurer
David M. Luckie, Executive Director
Chipper Gardner, County Representative
Ryan McLemore, City Representative

Investment Committee:

Primary responsibilities

1. To review and monitor existing investments.
2. To make recommendations of better alternatives for investments as it relates to security and rate of return so as to maximize the Authority's investments.

Members:

Alton Knight, Chair
Tom Gardner
Chuck Copeland
Walter Cliff Futral

Long-Range Planning Committee:

Primary responsibilities:

1. To review, determine, and make recommendations regarding the best, most efficient land sites for development as a new economic development park and any other suitable industrial sites for development.
2. To determine any alternative revenue sources for the Authority.

Members:

Daa'ood Amin, Chair
Robert Parker
Chuck Copeland
Tom Gardner
Jo Anne Phinazee

Transportation Committee:

Primary Responsibilities:

1. To represent the Authority at appropriate meetings as relates to transportation issues.
2. To review and make recommendations to the Authority regarding transportation issues on commuter rail, airport, roads, and any other modes as relates to economic development.

Members:

Chipper Gardner, Chair
Ryan McLemore
Johnny Goodrum
Alton Knight

Audit Committee:

Primary Responsibilities:

1. To assist in the selection of auditors for GSDA.
2. To assist in any recommendations that should be made to the audit at the end of the fiscal year, if needed.

Members:

David M. Luckie, Executive Director
Chuck Copeland, Chair
Tom Gardner, Secretary/Treasurer

Industrial Park Committee:

Primary Responsibilities:

1. To represent the Authority in matters as relates to the Industrial Park Association.
2. To review and make recommendations for the improvement and beautification of the Parks.

Members:

Walter Cliff Futral, Chair
Johnny Goodrum
Fred Rudbeck
Daa'ood Amin

Development Review Board for Griffin-Spalding Industrial Park

Primary Responsibilities:

1. To represent the Authority in matters as relates to the Griffin-Spalding Industrial Park.
2. To review and make recommendations for the improvement and beautification of the Park.

Members:

Chuck Copeland, Chair
Jim Ogletree
Fred Rudbeck
Chipper Gardner
David M. Luckie
Gary Betz, Bandag

Development Review Board for Green Valley Industrial Park

Primary Responsibilities:

1. To represent the Authority in matters as relates to the Green-Valley Industrial Park.
2. To review and make recommendations for the improvement and beautification of the Park.

Members:

Chuck Copeland, Chair
Jim Ogletree
David M. Luckie
Chipper Gardner
Fred Rudbeck
Hal Rahn, Norcom

Development Review Board for Hudson Industrial Park

Primary Responsibilities:

1. To represent the Authority in matters as relates to the Hudson Industrial Park.
2. To review and make recommendations for the improvement and beautification of the Park.

Members:

Chuck Copeland, Chair
Fred Rudbeck
Jim Ogletree
Chipper Gardner
David M. Luckie

Butts-Henry-Lamar-Spalding County Joint Development Authority

Members:

Butts--	Bart White Bruce Bartholomew Bryan Bush, Chairman Laura Hale
Henry--	Vickie Loper Ken Huff Scott McCarter, Vice Chairman Bob White
Lamar--	Raleigh Henry Kenneth Roberts Robbie Tenney, Secretary Missy Kendrick
Spalding--	Chuck Copeland Alton Knight Tom Gardner David Luckie