

**DEVELOPMENT AUTHORITY OF FULTON COUNTY
RETREAT HELD ON
THURSDAY, FEBRUARY 20, 2025 (1:00 P.M. to 5:00 P.M.)
AND FRIDAY, FEBRUARY 21, 2025 (8:30 A.M. to 3:00 P.M.)
AND LOCATED AT
SERENBE INN (THE FARMHOUSE – HAWTHORNE ROOM) AT
10950 HUTCHESON FERRY ROAD, CHATTAHOOCHEE HILLS, GEORGIA 30268**

MINUTES

The retreat was conducted in-person at Serenbe Inn (The Farmhouse – Hawthorne Room) at 10950 Hutcheson Ferry Road, Chattahoochee Hills, Georgia 30268.

Present were the following Members of the Authority:

Mr. Kwanza Hall – Chairman
Ms. Laura Kurlander-Nagel – Secretary
Mr. Alvin Kendall – Board Member
Mayor David Belle Isle – Board Member

Members absent:

Mr. Kyle Lamont – Vice Chairman
Mayor Mike Bodker – Treasurer
Ms. Pinky Cole – Board Member
Ms. Erica Long – Board Member
Dr. Mike Looney – Board Member

Also present were Ms. Sarah-Elizabeth Langford, Executive Director of the Authority, Ms. Sandra Z. Zayac, Ms. Lauren Daniels and Ms. Ansly P. Moyer, attorneys for the Authority, and Ms. Marva Bryan and Ms. Doris Coleman, staff of the Authority.

Chairman Hall called the information session to order at approximately 1:20 p.m.

RECOGNITION OF VISITORS: Also present were Mr. Steve Smith of Pendleton Group, Mr. Samir Abdullahi of Select Fulton and Ms. Nancy Tao.

RETREAT (Day 1):

Serenbe Discussion. Mr. Steve Nygren appeared and spoke to the Board regarding the difficulties of developing in Fulton County south of I-20, in particular difficulties with securing the support of traditional lending institutions. Mr. Nygren stated that even with the Authority's assistance and incentives, development is still very difficult in south Fulton County given the reluctance from the financial institutions.

Business Plan. Chairman Hall reviewed some of the challenges facing the Authority, both internally and externally, that will be discussed during the retreat. Chairman Hall highlighted figures based on reporting from Ernst & Young on active projects that Develop Fulton facilitated over the last several years. Mr. Steve Smith of Pendleton Group facilitated a discussion among the board members regarding their vision for the future of the organization. The discussion focused on the importance of continuing to build and maintain relationships with community stakeholders.

Grant Programs and Stakeholders. Mr. Joe Briner appeared and discussed the grant programs used by Alpharetta and the history of the Alpharetta Development Authority. Mr. Samir Abdullahi reviewed the Select Fulton relationship and how Develop Fulton can be an effective tool and partner with Select Fulton.

The information session was adjourned at approximately 4:45 p.m. for social activities. Chairman Hall called the meeting back to order at approximately 8:35 a.m. on Friday, February 21, 2025.

Present were the following Members of the Authority:

Mr. Kwanza Hall – Chairman
Ms. Laura Kurlander-Nagel – Secretary
Mr. Alvin Kendall – Board Member
Mayor David Belle Isle – Board Member
Ms. Erica Long – Board Member

Members absent:

Mr. Kyle Lamont – Vice Chairman
Mayor Mike Bodker – Treasurer
Ms. Pinky Cole – Board Member
Dr. Mike Looney – Board Member

Also present were Ms. Sarah-Elizabeth Langford, Executive Director of the Authority, Ms. Sandra Z. Zayac, Ms. Lauren Daniels and Ms. Ansly P. Moyer, attorneys for the Authority, and Ms. Marva Bryan and Ms. Doris Coleman, staff of the Authority.

RECOGNITION OF VISITORS: Also present were Mr. Steve Smith of Pendleton Group and Mr. Samir Abdullahi of Select Fulton.

RETREAT (Day 2):

MFBE Update and Other Team Building Discussion. Ms. Sherry Williams appeared and presented on the MFBE program and updates in tracking compliance with recent projects. Mr. Kendall inquired about the possibility of tracking the use of businesses located in Fulton County.

Mayor Belle Isle left the meeting at approximately 10:47 a.m. The remainder of the retreat was then handled as an information session due to the lack of a quorum.

Quick Look: Economic Development Outside of Fulton County. Mr. Darryl Hicks of the Fayette County Development Authority appeared and reviewed the Fayette County Development Authority history and recent transactions. In 2022, Fayette County Development Authority facilitated the land acquisition for the QTS data center and subsequently relieved Fayette County and all its municipalities of future funding requests. The Authority discussed the importance of being creative and strategic in assisting with these types of economic development opportunities and how those opportunities could look in Fulton County.

Strategy Discussion and Next Steps. Mr. Steve Smith of Pendleton Group and Chairman Hall facilitated a discussion on Authority strategy and next steps, including developing a strategic plan and grant programs, hiring additional staff, considering community benefits when evaluating economic development opportunities and utilizing C-PACE financing.

Communications. Mr. Erik Burton of Profile Marketing & Public Relations, LLC appeared and reviewed the communications strategy for the Authority and best practices with the Board members.

Ms. Long left the information session at approximately 2:00 p.m.

Economic Development Partners. Mayor Vince Williams of Union City appeared and discussed recent lost opportunities in Union City and the possibility of future partnerships. Mayor Williams further discussed the intentional focus they are taking on attracting healthcare, hotel, restaurants and retail opportunities.

Closing Remarks. Chairman Hall gave closing remarks and a call to action.

NEXT MEETING:

Chairman Hall announced that the Authority's next meeting is a Regular Meeting scheduled for Tuesday, March 25, 2025 and reminded the public to visit the Authority's website at <http://www.developfultoncounty.com> for updates on upcoming meetings.

There being no further business to discuss, the information session was adjourned at approximately 3:09 p.m.

Laura Kurlander-Nagel

Laura Kurlander-Nagel, Secretary