

**MINUTES OF MEETING OF
SOUTH FULTON DEVELOPMENT AUTHORITY**

November 6, 2024

PRELIMINARY – Dinner was held from 5:30 pm to 6:00 pm. A meeting binder was distributed to all Board members.

I. CALL TO ORDER

Chairperson Mercedes Miller called the meeting to order at 6:03 pm.

The meeting was called to order at the meeting at the time, on the day, and at the place set forth as follows:

Time: 6:03 pm

Date: November 6, 2024

Place: 6385 Old National Highway, Suite 210, South Fulton, GA 30349

II. ROLL CALL

The following directors, constituting a quorum of the Board, were present at the meeting:

Present: Kimberly Mays, Phyllis Minter, James Reese, Mercedes Miller, Stacey Williams, September Cooper, and Dana Tucker Davis

III. ADDITIONS/ DELETIONS/ APPROVAL OF THE AGENDA

The agenda was presented by Chairperson Miller.

No addition or deletions were made.

IV. APPROVAL OF MINUTES

a. Wednesday, August 7, 2024

a. James is called John

b. September should be listed under the Civic Engagement Committee

b. Tuesday, October 1, 2024

Motion: Motion to approve August 7, 2024, and October 1, 2024, meeting minutes was made by Dana Tucker-Davis, Seconded by Phyllis Minter. Hand vote: YES: Unanimous - Kimberly Mays, Mercedes Miller, Dana Tucker Davis, September Cooper, Phyllis Minter, Stacey Williams, and James Reese. NO – none. Motion PASSES

scope of services includes kick-off and bi-weekly check-in calls, reviewing EPA guidelines, and drafting and revising the grant application based on feedback from the City of South Fulton. Currently, Stantec is drafting the application (Task 3), which the grants team will review before final submission. This grant is an important step in addressing brownfield sites within the city as we continue to assess the inventory of locations needing redevelopment and remediation.

VII. COMMITTEE REPORTS

A. Vision Ad Hoc Committee

Kimberly Mays – we looked at three different companies and narrowed it down to one which is Marketing Alliance. They are here via zoom to present tonight so you all can get to know them

David Petr—I'm excited about working together. As we build, this will be a story told by the City of South Fulton not Marketing Alliance. (Gave a presentation which is attached)

Dana Tucker-Davis—On slide 5 is the \$4,200 and \$4,200 in section 4 & 5 equal to the \$8,400 recurring fee?
(Kimberly Mays handed Dana a document that breaks down the total)

Stacey Williams—for the edits, how many times will you be making edits and how many edits can be made?

David Petr—generally we make three edits to be the photos and videos, but we can make more as needed

Chairwoman Miller—We are allowing the staff to be trained to make minor edits and uploads things to the website.

David Petr—That's fine we can train them, do refreshers and we record the training as well that we can send.

B. Activities Committee

a. Exec. Dir. Jones – The façade grant has now been open citywide, and the deadline has been extended to November 21. The grant is only for commercial business, we won't do work on anyone's personal property. Business owners will have to physically come in to pick up the application and physically come in to drop the application off.

C. Civic Engagement

X. EXECUTIVE SESSION (REAL ESTATE/PERSONNEL/LITIGATION)

XI. ADJOURNMENT – Chairperson Miller requested a motion to adjourn the meeting.

Motion: Motion to adjourn the meeting was made by board member September Cooper, Seconded by Vice Chairman James Reese. Hand vote: YES - Kimberly Mays, Phyllis Minter, September Cooper, James Reese, Mercedes Miller, Stacey Williams, and Dana Tucker Davis. NO-None. **Motion PASSES.**

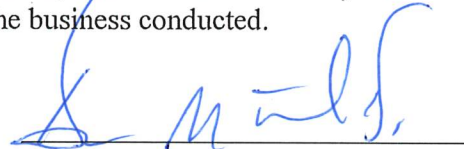
The meeting adjourned at 9:16pm.

Next Meeting: Tuesday, December 3, 2024, at 6 pm at 6385 Old National Highway, Suite 210, South Fulton, GA 30349.

* * *

CERTIFICATE OF SECRETARY

I certify that I am the duly elected Secretary of the Board of Directors for the South Fulton Development Authority and that these minutes, consisting of seven (7) pages, are the minutes of the meeting of the Board of Directors held on August 2, 2023. To the best of my knowledge these minutes are a true and accurate representation of the business conducted.



Dana M. Tucker Davis, Esq.

Board Secretary

South Fulton Development Authority

Board Meeting

Wednesday, November 6, 2024 – 6:00 pm

Economic Development Office
6385 Old National Highway, Suite 210
South Fulton, GA 30349

Join Zoom Meeting (Option)

<https://us06web.zoom.us/j/83781241453?pwd=rftyoFBAcqgYMarxASNhTABIVy6cGJp.1>

AGENDA

- I. **Call Meeting to Order**
- II. **Roll Call**
- III. **Additions/Deletions/Approval of the Agenda**
- IV. **Approval of Minutes -**
 - a. Wednesday, August 7, 2024
 - b. Tuesday, October 4, 2024
- V. **Citizen Comments - (limited to 2 minutes each)**
- VI. **Presentations**
 - a. Economic Development Update – Artie Jones
- VII. **Committee Reports**
 - a. Vision ad hoc committee
 - o website development recommendation
 - b. Activities committee
 - o Executive Director Artie Jones – update to program
 - c. Civic engagement

d. Finance committee

- o Nathan Lewis, SFDA Treasurer

VIII. **New Business**

a.

IX. **Old Business**

- a. Joint development authority meeting recommendation

X. **Executive Session** (Real Estate/Personnel/Litigation)

a.

XI. **Adjournment**

Next Meeting: *Tuesday, December 3, 2024 (Virtual)*

Location: *6385 Old National Highway, Suite 210, South Fulton, GA 30349*

Time: 6 pm (5:30pm for dinner)



PUBLIC NOTICE

City of South Fulton Development Authority
Board Meeting

November 6th, 2024

6:00 pm

Location:

Economic Development Office
6385 Old National Highway, Ste. 210
South Fulton, GA 30349

Virtual

Join Zoom Meeting

<https://us06web.zoom.us/j/83781241453?pwd=rfyoFBAcagYMarxASNhTABIVy6cGJp.1>

If you have any questions or concerns, please contact the
Department of Economic Development at:

artie.jones@cityofsouthfultonga.gov

Approval of Minutes



Divider Sheet

**MINUTES OF MEETING OF
SOUTH FULTON DEVELOPMENT AUTHORITY**

August 7, 2024

PRELIMINARY – Dinner was held from 5:30 pm to 6:00 pm. A meeting binder was distributed to all Board members.

I. CALL TO ORDER

Chairperson Mercedes Miller called the meeting to order at 6:03 pm.

The meeting was called to order at the meeting at the time, on the day, and at the place set forth as follows:

Time: 6:00 pm

Date: August 7, 2024

Place: 6385 Old National Highway, Suite 210, South Fulton, GA 30349

II. ROLL CALL

The following directors, constituting a quorum of the Board, were present at the meeting:

Present: Dana Tucker Davis, Kimberly Mays, Phyllis Minter, James Reese, Mercedes Miller, John De'Laigle, September Cooper, Stacey Williams and Nathan Lewis. Artie Jones and Isaac Yilman

III. AGENDA

The agenda was presented by Chairperson Miller.

John De'Laigle added GEDA conference attendance to New Business.

Motion: Motion to approve August 7, 2024 meeting agenda was made by Treasurer Phyllis Minter, Seconded by Vice Chair James Reese. Hand vote: YES: Unanimous - Kimberly Mays, Phyllis Minter, Dana Tucker Davis, James Reese, Mercedes Miller, John De'Laigle, Stacey Williams, and Nathan Lewis. NO – none. **Motion PASSES.**

IV. MINUTES

Board Member James Reese asked for a change to May 7th Meeting Minutes. Chair of Vision Committee should be Kimberly Mays (page 4) and paragraphs A and B are the same, please delete one (page 5).

Motion to approve minutes with corrections – Motion to approve February and March minutes after corrections was made by Stacey Williams, Seconded by September Cooper.

Hand vote: YES: Unanimous- Kimberly Mays, Phyllis Minter, Dana Tucker Davis, James Reese, Mercedes Miller, John De'Laigle, Stacey Williams, and Nathan Lewis. NO – None.
Motion PASSES.

V. CITIZENS COMMENTS

None.

VI. PRESENTATIONS

A. Economic Development Updates

Artie Jones – gave updates on his search for retail strategies company to help up put together a strategic plan for how we solicit retailers to the City. The use of flyers, social media and reverse 911 calls are being explored. Sizemore Group will come up with the master plans for urban plan for Old National Corridor Districts 5, 6, and 7 and Red Oak District 3 and District 4. This will fit together with surveys and questionnaires. Retail Strategies is responsible for determining retail business to seek for the City. Sizemore will determine where the retail businesses need to go in the city. City is also doing a new 5 year plan so 3 distinct projects are going on. There will be online questionnaires with up to 35 questions.

Grand Openings – 4 new businesses in City – South Fulton Studios – dance studio, Arden's Garden Old national old Pizza Hut building, Shock Fitness Old National in the old FITT business (owner is very involved) and Chipotle on Old National across from Economic Development office.

Board Retreats – OND 2024-2025 had their retreat 5 weeks ago. Great turnout. Phyllis Minter attended.

Chat & Chill – held at St. James Live and hosted by Yung Joc. Thanks to staff for great event.

Upcoming events:

- Grant writing workshop – August 13th 25-30 openings and it is full.
- Simplify AI for Small Businesses – August 22nd
- Navigating Code Enforcement for Small Businesses – August 15th
- OND Black Business Month – 3 events, Thrive Old National, all 3 Farmers Markets, and Black Business Expo August 17th 11-3 Saturday with food.

Questions-

- John De'Laigle will Retail Strategies and Sizemore use City's current Comprehensive Plan? Artie: Yes, another bid was submitted and they were awarded

contract for the Master Plan and Comprehensive Plan. Artie Jones likes Sizemore because they have the experience in the industry.

- Phyllis Minter when will Sizemore start? Artie Jones - August 22nd downtown strategies and another on September 11th. The flyers are ready to go. Events will be held at Welcome All Park.
- John De'Laige will there be a place for community involvement? Artie Jones - Yes, the community will be able to give feedback. Sizemore will show 4 photos and vote the go to the next question on the survey. The actual community is giving input in this method. Urban Plan becomes plans to show what the City wants irrespective of who's in office.
- Councilmember Linda Pritchett shared that the former Bank of America business was vacant and it was run down and finally purchased. District 7 Oakley Industrial apartment complex but the way it is constructed there is retail space no one knew. She suggested we take a look at type of retail to get in.
- John De'Laige – to Pritchett – are you saying the building was zoned commercial and overlooked?
 - Councilmember Pritchett - Yes it was, but there is new construction next to Renaissance 1200 townhomes and phase 2 across the street are more townhouses and this is an ideal space for growth.

B. Vision Ad Hoc Committee – Kimberly Mays, Chair

Committee met on July 24, 2024 and reviewed the RFP submissions for website from 3 companies, Marketing Alliance, Golden Shovel, Alison Marketing. 1st proposal was from Alison Marketing for \$5k the original proposal is in the binder. However, after reviewing the other proposals the committee asked Alison Marketing to reconsider the needs and demands of the City website flow. Marketing Alliance's proposal was \$75,000 and Golden Shovel's proposal was \$56,000. Alison Marketing increased its bid to \$15,000 with additional services. Some of the services offered by Marketing Alliance and Golden Shovel were not really necessary for our needs. The committee reviewed other development authority websites to see what services are offered. The committee wants to pay less but not sacrifice quality. The committee is trying to get an idea of what information is required to go on our website, i.e. demographics, pictures, videos, incomes and available buildings in the City. Since we are a certain type of development authority our website must comply with ADA requirements – this means are: able to translate for hearing impaired and font increase for sight impaired visitors.

Questions –

- John Reese – can the services be selected a la carte? Kimberly Mays – Yes.
- Dana Tucker Davis – when will we get the mission statement? Kimberly Mays – There is no timeline set yet but maybe within next 3-6 months but someone has to create the mission statement in the interim time before we can vote on it and publish it on website.

C. Activities Artie Jones – GEDA Conference

According to the last inquiry everyone is attending the conference in Savannah. However, he needs to complete travel plans and hotel accommodations. He is using PCard to cover hotel rooms. He needs to submit reimbursement forms for mileage travel. Therefore, he needs everyone to actually confirm if they are attending the GEDA conference or not.

Questions-

- Mercedes Miller – Can we commit to submitting reports of the workshops when we return from the conference? I would like everyone to select different workshops so that no more than 2 attend one workshop and take notes to give a summary to the Board.
- Dana Tucker Davis – What were issues with hotel from last year? Artie Jones – stuffy, old, etc. and other issues with registration and he does not want to say anything else on the meeting record. Suffice it to say he does not think it was the best hotel for our registrations this year.

D. Activities – Stacey Williams, Chair Phyllis Minter, Co-Chair

The committee is tasked with making recommendations for the use of ARPA funds. The goal is to stretch the funds and touch as many residents/businesses as possible. The committee has identified a two step process. First step is for each project manager will identify up to 5 commercial sites that require renovations.

Questions –

- John Reese – is the strategy strictly related to economic recovery because we just awarded grants to businesses last year? Stacey Williams – Yes, we need to have a plan for economic impact in South Fulton. For example, we need to address sickle cell in South Fulton and the businesses are in need of funds then it will be in the application.
- John De’Laigle – we need to look at where the funds are going, we need specifics on what is needed to be fixed, replaced or completed. Phyllis Minter – there will be guidelines in place because no one is getting a blank check to do whatever they please.
- Kimberly Mays – If the goal is to identify 5 businesses, how are you dividing the money? Phyllis Minter – We are distributing the funds equally between districts. Kimberly Mays – There is \$60,000 between 7 districts, so \$8,571 each. So, my recommendation is 3 businesses per district not 5. We do not have sufficient funds to support 5 businesses.
- Nate Lewis – What is the average amount per business going to be \$1,000-\$2,000? Phyllis Minter- it will depend on what the business is asking for but our committee has not set a cap yet. Mercedes Miller – If we want to make a difference we need to do 1 project/business per district because the amounts are not enough to really

do anything with. One company per district is \$8,571. John Reese - \$2500 can buy equipment so let's not limit it to 1 company per district. Artie Jones – this is just a suggestion but 1 business per district seems sufficient.

- Dana Tucker Davis – Are there specific dates set for recommendations from project managers, application due date and interview dates, etc.? Phyllis Minter – There are no dates set yet.

E. Civic Engagement – John De'Laigle

He attended several meetings including South Fulton Parkway Alliance and they spoke about 2 projects Data Center and Carter Center. They raised concerns about both. Mayor of Palmetto was present and gave information on a hospital they have coming. John wants to look into it for more details. Grady is coming to our City. John is trying to get a meeting with Morehouse School of Medicine to discuss plans.

Questions – None.

F. Finance Committee – Nate Lewis.

He thanked committee members Kimberly Mays and Dana Tucker Davis. The committee reviewed the FY25 budget and finalized notes today before this meeting. \$150,000 is coming from the City and \$20,000 has been ear marked for the website. The lion share of the budget is for professional services, i.e. attorneys, financial advisor and training. The notes column of the budget was added to give transparency to everyone. At the bottom of the budget there is no allocation for land acquisition activities, but in our binder the bank statement shows our available funds for land acquisition.

Questions –

- Mercedes Miller – Have the funds been transferred to our account yet. Artie Jones – not yet but the past expenditures will come out of the \$600,000 bank account to reimburse the Development Authority.
- Phyllis Minter – Have you sought reimbursement yet? Artie Jones – Yes we already asked for the reimbursement.
- Nate Lewis – We have discussed money for land acquisition, how would that work? Artie Jones – if City wanted to purchase property then City would transfer the funds to our account for us to conduct the purchase. If we want to purchase land then we would use the funds we have the bank to acquire the property. We need to get to at least \$2.5 million the City may allow us to acquire property but would want an agreement on what we can do with the property.
- Kimberly Mays – do we have 2 separate bank accounts? Artie Jones – I opened the 2nd account and the City Manager wanted to know how much to transfer but we are waiting on GEDA. All requests were cut off September 1st due to new budget year starting. After October 1st, we will have money moved to the 2nd account.

- Dana Tucker Davis – Can we move FY24 money to 2nd account? Artie Jones- Yes. Dana Tucker Davis – Can we pay deposit on website in FY24? Artie Jones – it is too late to do that with end of fiscal year and deadlines fast approaching.
- Mercedes Miller – How much will we have left from FY24? Artie Jones – the amount is not known at this time. We have the funding for the website we just need to keep it in our account.
- Phyllis – Are we going to have a website in late 2024? Kimberly Mays – no, the website will be launched in early 2025 at the earliest. We still need to gather a lot of data from the City so they control the speed of the website launch. Mercedes Miller – I doubt it will be launched prior to April 2025.

Motion to approve FY25 budget – Motion to approve 2025 budget was made by September Cooper and seconded by James Reese. Hand vote: YES: Unanimous- Kimberly Mays, Phyllis Minter, Dana Tucker Davis, September Cooper, James Reese, Mercedes Miller, John De’Laigle, Stacey Williams, and Nathan Lewis. NO – None. **Motion PASSES.**

VII. NEW BUSINESS

A. Joint Meeting with City Council – Artie Jones

Mercedes Miller attended Council meeting to get support on intergovernmental agreement. At the meeting the Council expressed an interest to hold another joint meeting with us and they want to get on our calendar.

Questions –

- Mercedes Miller – Do we give them monthly reports? Artie Jones – I give the City Manager an oral or email report and she adds that information to her Council report.
- Dana Tucker Davis- Do we send a report directly to the Council at any time? Artie Jones – No the City Manager does not want any information going directly to the Council.
- Mercedes Miller suggested the Joint meeting in October 2024. No opposition was voiced to this suggestion. Artie Jones will discuss this date with City Manager.

B. Election of Officers – Artie Jones

Election is to be held in September and sworn in during October meeting. Artie requested the names of who desires to be nominated so he can place the names on the ballot.

C. Executive Session Appropriateness – Isaac Yilman

The issue has come up because some members want to go into Executive Session for matters that are not appropriate for Executive Session. Isaac advised that we only need to

go into Executive Session under 2 conditions: when an affidavit of presiding member which states we discussed a specific property that we do not want disclosed and subject to Open Records and when any potential litigation or personnel matter needs to be discussed.

VIII. OLD BUSINESS

A. Intergovernmental Agreement Artie Jones

The redline version of the intergovernmental agreement is in the meeting binder. This version shows the revisions the Board voted on and approved. The City's deletions are in red. We agreed to the City's policies and procedures but we continue to have the power to perform any actions that development authorities have the power to do under the statute.

Questions –

- Dana Tucker Davis – has the agreement been signed by all parties? Artie Jones – No the City has approved our changes but the agreement has to be placed on a consent agenda which is set for next week. Isaac Yilman – the Board can sign our copy tonight and wait for the City to send its signatures or we can wait until they sign first. The general consensus was to wait for the City to sign then we sign.

B. Directors & Officers Insurance – Artie Jones

We now have D&O insurance. The City owes us \$11,000 for insurance reimbursement.

Questions –

- Nate Lewis – is there any other money coming to us from transactions? Artie Jones – we are expecting \$700,000-\$800,000 once the next closing happens and we expect this to be when the land disturbance permit is issued in November or December 2024.
- Nate Lewis – did we receive the Carter funds? Isaac Yilman – yes the initial payment was received but the annual fee is due.
- Dana Tucker Davis – can you tell us at the next meeting when the funds are due from Carter? Isaac Yilman – Certainly.

Motion to go into Executive Session – Motion to go into Executive Session made by John Reese and seconded by September Cooper Hand vote: YES: Unanimous- Kimberly Mays, Phyllis Minter, Dana Tucker Davis, James Reese, Mercedes Miller, John De'Laigle, Stacey Williams, and Nathan Lewis. NO – None. **Motion PASSES.**

**** Everyone leaves room except Board members, Executive Director and Legal Advisor****

Motion to exit Executive Session – Motion to exit Executive Session made by September Cooper and seconded by James Reese. Hand vote: YES: Unanimous- Kimberly Mays,

Phyllis Minter, Dana Tucker Davis, James Reese, Mercedes Miller, John De'Laigle, Stacey Williams, and Nathan Lewis. NO – None. **Motion PASSES.**

Meeting adjourned at 8:25 pm.

Next Meeting: September 3, 2024, at 6 pm at 6385 Old National Highway, Suite 210, South Fulton, GA 30349.

* * *

CERTIFICATE OF SECRETARY

I certify that I am the duly elected Secretary of the Board of Directors for the South Fulton Development Authority and that these minutes, consisting of eight (8) pages, are the minutes of the meeting of the Board of Directors held on August 7, 2024. To the best of my knowledge these minutes are a true and accurate representation of the business conducted.

Dana M. Tucker Davis, Esq.
Board Secretary

**MINUTES OF MEETING OF
SOUTH FULTON DEVELOPMENT AUTHORITY**

October 1, 2024

PRELIMINARY – Dinner was held from 5:30 pm to 6:00 pm. A meeting binder was distributed to all Board members.

I. CALL TO ORDER

Chairperson Mercedes Miller called the meeting to order at 6:07 pm.

The meeting was called to order at the meeting at the time, on the day, and at the place set forth as follows:

Time: 6:07 pm

Date: September 3, 2024

Place: 6385 Old National Highway, Suite 210, South Fulton, GA 30349

II. ROLL CALL

The following directors, constituting a quorum of the Board, were present at the meeting:

Present: Kimberly Mays, Phyllis Minter, James Reese, Mercedes Miller, John De’Laigle, Stacey Williams, September Cooper, Nathan Lewis, and Dana Tucker Davis

III. ADDITIONS/ DELETIONS/ APPROVAL OF THE AGENDA

The agenda was presented by Chairperson Miller.

Dana Tucker-Davis -- Deletion: Approval of August 7, 2024, meeting minutes. They are not ready but should be by the next meeting.

James Reese— Addition: New Business: Economic Development holiday sponsorship

Motion: Motion to approve October 1, 2024, meeting agenda with new additions and deletions was made by Phyllis Minter, Seconded by James Reese. Hand vote: YES: Unanimous - Kimberly Mays, Mercedes Miller, Dana Tucker Davis, Phyllis Minter, James Reese and Nathan Lewis. NO – none. **Motion PASSES.**

IV. APPROVAL OF MINUTES

Motion: Motion to approve September 3, 2024, meeting minutes was made by James Reese, Seconded by Phyllis Minter. Hand vote: YES: Unanimous -

Kimberly Mays, Mercedes Miller, Dana Tucker Davis, and Nathan Lewis. NO – none. Motion PASSES

V. CITIZENS COMMENTS

No comments.

VI. PRESENTATIONS

A. Economic Development Updates

Exec. Dir. Jones -- This month, the Economic Development Department took part in the Georgia Economic Development Association (GEDA) Annual Conference in Savannah, GA. Representatives from the Old National Advisory Board, the Red Oak Advisory Board, and the South Fulton Development Authority attended, actively participating in discussions around economic growth, small business support, and community-driven initiatives to benefit South Fulton.

Additionally, our department supported the grand opening of a Chick-fil-A in District 3. The owner, a South Fulton native, generously gave out 300 meal cards to all teachers and staff at the three area schools.

Looking ahead, our department has partnered with Sizemore, an urban design consulting firm, and will hold three community meetings in October across the three focus areas: District 4, the Red Oak Historical District, and the Old National District. These meetings will allow for valuable community input on future developments.

James Reese—How is urban design different from Retail Strategies?

Exec. Dir. Jones – Urban design is the actual physical look and feel of things and the retail strategy is a study to look at what is already in place and see what restaurants, entertainment, and retail will be attainable in our current state and what we need to do to get other retailers.

VII. COMMITTEE REPORTS

A. Vision Ad Hoc Committee

- a. Kimberly Mays – we have our last interview this Friday and will be able to give more updates and recommendations at the next meeting.

B. Activities Committee

- a. Stacey Williams – we have decided to do an ARPA grant, and the layout/plan is in the packet to pay for façade improvements. One business per district will be awarded the grant.

Exec. Dir. Jones – the activities committee will bring the application recommendations to the next meeting.

Dana Tucker-Davis—just want to clarify that the activities committee will be vetting the applications and bringing that to the board?

Stacey Williams – Yes, we don't want to waste the board's time with the applications that we know will not stand.

C. Civic Engagement

- a. September Cooper – we have no updates at this time.

D. Finance Committee

- a. Treasurer Nathan Lewis – the August balance is \$602, 439.97. We will schedule a committee meeting once we receive the updated statement.

VIII. NEW BUSINESS

A. Joint Development Authority Meeting Date Discussion

Exec. Dir. Jones -- The City Council postponed

B. Economic Development Holiday Sponsorship

James Reese—This is a Christmas tree lighting partnership with the city and have school children singing.

Chairwoman Miller—The City already has multiple Christmas events. Artie, what do you think?

Exec. Dir. Jones—Is this something that we are starting brand new?

James Reese—Yes, I know the City already has multiple events for Christmas but there is not something citywide.

Chairwoman Miller—I think this is a wonderful idea but don't know if we will have enough time to plan it since it's already October.

Dana Tucker-Davis—Is there already a central tree that we are lighting?

James Reese—No, we would be funding the entire project.

Dana Tucker-Davis – Is this tree going up for the event and coming down?

James Reese—It would stay up for the entire season.

Phyllis Minter – The conversation was that the city has multiple events, but nothing centralized so we were thinking to do something at Wolf Creek Amphitheater.

September Cooper-- I think this will be a god event that the civic engagement committee can do for next year.

IX. OLD BUSINESS

A. Nomination and election of SFDA Vice Chairman

Dana Tucker-Davis nominated James Reese for Vice Chair.

Motion to vote James Reese as the new Vice Chair– Motioned by September Cooper, Seconded by Phyllis Minter. Hand vote: YES: Unanimous- Kimberly Mays, Phyllis Minter, James Reese, Mercedes Miller, Stacey Williams, Nathan Lewis, Dana Tucker-Davis, and September Cooper. NO – None. **Motion PASSES.**

Motion to go into executive session – Vice Chairman James Reese Seconded by September Cooper. Hand vote: YES: Phyllis Minter, Mercedes Miller, Stacey Williams, Nathan Lewis, September Cooper, Kimberly Mays, James Reese, and Dana Tucker-Davis. NO – None. --. Motion PASSES.

X. EXECUTIVE SESSION (REAL ESTATE/PERSONNEL/LITIGATION)

A. MANSA

XI. ADJOURNMENT – Chairperson Miller requested a motion to adjourn the meeting.

Motion: Motion to adjourn the meeting was made by board member September Cooper, Seconded by Vice Chairman James Reese. Hand vote: YES - Kimberly Mays, Phyllis Minter, September Cooper, Nathan Lewis, James Reese, Mercedes Miller, Stacey Williams, and Dana Tucker Davis. NO-None. **Motion PASSES.**

The meeting adjourned at 9:16pm.

Next Meeting: Wednesday, November 6, 2024, at 6 pm at 6385 Old National Highway, Suite 210, South Fulton, GA 30349.

* * *

CERTIFICATE OF SECRETARY

I certify that I am the duly elected Secretary of the Board of Directors for the South Fulton Development Authority and that these minutes, consisting of seven (7) pages, are the minutes of the meeting of the Board of Directors held on October 1, 2024. To the best of my knowledge these minutes are a true and accurate representation of the business conducted.

Dana M. Tucker Davis, Esq.
Board Secretary

Citizen Comments



Divider Sheet

RESIDENT OR
BUSINESS OWNER[illegible]

LOCATION

6385 Old National Hwy, Suite 210

Development Authority

Presentations



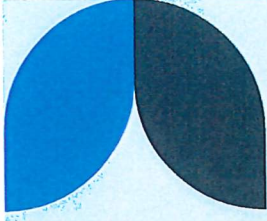
Divider Sheet

Economic Development



Sponsorship Events

- 4th Annual Aerotropolis Honors
- Greater South Fulton Chamber Golf Tournament



Business Development and Recognitions

- In partnership with the University of Georgia's Small Business Development Center hosted the Small Business Development Series
 - **"Strategize your Business Success"**
 - **"Crafting a Marketing Plan for Success"**
- Nomination period for the Impact Awards has ended and voting has begun

NO-COST PROGRAM

Soar South Fulton - A Small Business Development Series

Scan to Register



Session One

STRATEGIZE YOUR BUSINESS SUCCESS

Session Two

DRAFTING A MARKETING PLAN FOR SUCCESS

Session Three

SMALL BUSINESS FINANCE: KEYS TO SUCCESS



Small Business Development Center
at Georgia State University
UNIVERSITY OF GEORGIA



South Fulton

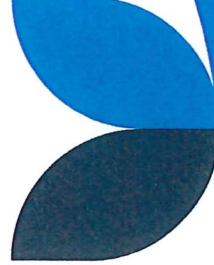
PROGRAM OFFERED IN PARTNERSHIP WITH:



Oct. 3, Oct. 24 and Nov. 14
5:30 p.m. - 7:30 p.m.



COST FREE CENTER
6385 Old National Hwy, Suite 210
South Fulton, GA 30349



Community Engagement Events

1. OND Tacos n' Treats
2. 3 Sizemore community Meetings
3. Red Oak Food Truck Friday
4. Farmers Market Finale for OND and Red Oak
5. Brownfield Grant through Stantec



Sizemore Group



COMMUNITY DESIGN SESSION

How do you envision your community? Help shape the future at the Community Design Session!

November 7, 2024
6:00 – 7:30 PM
Elegant Occasions Event Center
7580 Springbox Drive, Suite 100
South Fulton, GA 30213

Engage Online!
Visit the project website to give your input on the interactive maps and polls for the study areas!

<https://futureofsouthfulton.com>

South Fulton
Georgia's Next City

OND
Office of Neighborhood Development



Committee Reports



Divider Sheet

South Fulton Development Authority

Agenda Item Name: Visioning Committee

Date: November 6, 2024

Category: Committee Reports

Department: Economic Development

Presenter(s): Board members Phyllis Minter and Stacy Williams

Background

The SFDA solicited proposals from website development firms to design and develop a website for the South Fulton Development Authority. Several interviews have been conducted by members of the activities committee and a finalist has been identified. It is the goal of the committee to make a formal recommendation to the SFDA board of Directors.

Financial Impact: \$44,500 plus annual website maintenance of \$8,400

Action requested: Discussion and possible action on executing a contract with a website development firm.



**MARKETING
ALLIANCE**

Artie Jones
Economic Development Director
City of South Fulton Development Authority

Dear Artie,

Thank you for the opportunity to submit this updated proposal for the City of South Fulton website project. At Marketing Alliance, we specialize in developing comprehensive digital marketing strategies for economic development organizations across the country. With over 29 years of experience, we have had the privilege of working with over 436 communities to create websites, digital tools, and marketing campaigns that drive visibility and business attraction.

After reviewing our original proposal and having the chance to speak with the City of South Fulton Development Authority team, we gained a deeper understanding of your goals and vision for this project. We recognize that beyond creating a functional and aesthetically pleasing website, your focus is to actively engage site selectors, inform company decision makers, provide valuable data, and represent the quality of life and growth potential that South Fulton offers.

With that insight, we have refined our scope of work to better align with your specific needs. This budget-friendly proposal now includes interactive proximity maps, a comprehensive videography and photography package, ongoing analytics tracking, and a strategic digital marketing campaign to ensure the successful launch and long-term effectiveness of your new website. Our approach is to create a platform that serves as a dynamic marketing asset for your team and a resource for stakeholders and businesses seeking to invest in South Fulton.

We look forward to delivering a website that elevates the City of South Fulton Development Authority's economic development efforts. Should you have any questions or need further details, please do not hesitate to reach out.

Sincerely,

David Petr, CEO
Marketing Alliance

dpetr@marketingallianceinc.com
863-956-7474



Jon Maynard

Strategy

Jon guides the Marketing Alliance team in creating marketing strategies that align with our clients' specific economic development challenges and goals. His strategic approach has been instrumental in several client engagements, most notably with Lafayette and Winston Counties in Mississippi. In these initiatives, he developed innovative workforce programs that received the maximum funding awards from the Tennessee Valley Authority and established new benchmarks in community-focused marketing and talent development. Jon's focus involves crafting marketing solutions that are successful, resilient and adaptable in achieving immediate objectives, ensuring sustainable growth and long-term success in dynamic markets. His commitment to problem-solving and forward-thinking strategies is a cornerstone of our success, ensuring that our clients meet and exceed their economic growth and market presence goals.



Mark Kitchens

Design

For over 18 years at Marketing Alliance, Mark has worked with over 300 clients on 450+ websites, 60+ branding projects and 70+ digital marketing campaigns to help communities become better places to live and work. He's best at directing the creative team to hit our client's moving targets and at being adaptable in an environment where each client has different challenges, strengths and opportunities. Among other accomplishments, last year, Mark successfully rebranded Facility Logix, a leading Life Science consultancy in Maryland, as well as Kentucky Cornerstone – a new economic alliance in Kentucky. Mark's super power is hearing what the client needs and creating tools to promote the unique selling points of their city, county, region, state or organization.



Natalia Diaz-Payton

Digital Outreach

Natalia is an award winning content and digital marketer with over a decade of delivering superior branding experiences. Natalia leverages 15 years of industry experience and digital technology to understand prospect behavior, deliver highly-targeted digital campaigns and influence decision makers to take action. As an expert in digital communications, her recent workforce attraction campaign saw a 286% increase in positive reactions on Facebook for Henderson, Kentucky. And, Natalia's dedicated email blast to site selectors and decision makers for Kentucky Cornerstone identified 27 company leads. She puts our clients' goals at the forefront of everything she does – from negotiating media buys, implementing digital campaigns and adapting to trends and algorithms that can (and do) change overnight. As an ally to economic development digital media leadership, she partners with them to create new or hybrid solutions that are untraditional and powerful.



Porter Foster

Online Experiences

Porter has built hundreds upon hundreds of websites. He actually lost count around 300, many years ago. At Marketing Alliance, Porter is more than a programmer. He's a problem-solver, guide, teacher and a life-long resource for our clients. Porter knows how powerful a tool a website can be in showcasing the strengths of a community 24/7. Because of his decades-long tenure developing economic development websites, Porter is able to create user experiences and content journeys that the site selection and company decision maker worlds react to. His solutions are never off the shelf, and always inspired to be as unique as the client communities we serve. If you have visited a handful of economic development websites recently, chances are, you have seen his work.

Website Design, Programming, and Training

\$22,500

Strategy

The strategy for the City of South Fulton website revolves around building an engaging and functional platform that promotes the city as a desirable location for economic development. By focusing on user experience, accessibility, and modern web practices, the website will become a vital tool for attracting site selectors, businesses, and other stakeholders. The website will highlight South Fulton's competitive advantages while offering dynamic content that keeps users engaged and informed.

Deliverables:

- Kickoff call with the South Fulton team to review goals and objectives
- Wireframe of the site showing the overall structure and navigation flow
- Detailed sitemap outlining all website pages and content organization
- Content strategy outline to determine key messaging and information flow

Website Design and Copy

The design will prioritize clean, modern visuals with intuitive navigation, ensuring users can easily find the information they need. The website will feature a landing page, navigation tabs, and up to 25 pages of content, all optimized for mobile, desktop, and tablet use. Marketing Alliance will also write compelling copy for key sections of the website, ensuring messaging aligns with South Fulton's economic development goals while delivering clear, engaging content.

Deliverables:

- A landing page, six navigation tabs, and up to 25 site pages
- Custom-written copy that communicates South Fulton's economic advantages
- Social media integration with icons and links to client-provided accounts
- Custom-designed visual theme that reflects South Fulton's branding and vision

Programming

The technical development will focus on creating a robust backend system that allows for easy content updates and future scalability. The site will be developed on the Expression Engine CMS, offering secure administrative control for the client to manage content. Special features such as a property database with Google Maps integration and SEO enhancements will be programmed to ensure the site functions efficiently and ranks well in search results.

Deliverables:

- Mobile-first design for seamless user experience across devices
- ADA compliance to ensure accessibility for all users
- SEO optimization for increased visibility on search engines
- Integration of Google Analytics for performance tracking and insights
- Configuration of the Expression Engine CMS for flexible, secure content management
- Google Maps integration for the sites and buildings database
- Custom SEO setup with editable tags and descriptions
- A developmental site for review before final launch

Training

Marketing Alliance will provide comprehensive training to the City of South Fulton's team on how to effectively use and maintain the new website. This training will cover all aspects of the CMS, from updating content and managing pages to utilizing SEO features for improved search rankings. Additionally, training will include how to interpret Google Analytics data for ongoing website performance tracking.

Deliverables:

- Training on the Expression Engine CMS, including content management, page updates, and media uploads
- SEO training to help the team maintain search engine optimization efforts

South Fulton's LinkedIn page will serve as the delivery points for promotional content. All prospects will be sent to the new website where Site Tracker will identify company and/or lead data when available.

Includes the following deliverables:

- Strategic launch plan
- Six social media posts (One a week for 6 weeks)
- Creative production, including design, copywriting and video editing

Yearly Maintenance and Technology Fees

Website Content Updates

\$4,200/Year

To ensure the City of South Fulton Development Authority's website remains up-to-date and continues to perform optimally, Marketing Alliance will offer a monthly content update service. This service ensures that all features of the website, including content, SEO, and technical functionalities, are regularly monitored and maintained. Regular updates will help prevent outdated content, optimize user experience, and maintain the website's competitive search engine rankings.

Deliverables:

- Monthly content updates, including text, images, and site features
- Regular SEO checks to maintain optimal search engine visibility
- Updating plugins, CMS versions, and security features to keep the site secure and running smoothly
- Monitoring of Google Analytics to provide performance insights and recommendations for improvements
- Ongoing support for adding new features or enhancements to the website

This includes for 24 hours per year, or on average, 2 hours per month.

Site Tracker

\$3,600/Year

Marketing Alliance proposes to add advanced analytics tracking to the City of South Fulton economic development website in order to track results for marketing efforts. All Marketing Alliance websites have Google Analytics programmed in but SiteTracker takes insight and analytics significant steps further. SiteTracker provides actionable data and generates leads.

- Receive leads to your email on a daily basis that identify company visitors by name, industry, and sales volume.
- Track online email campaigns and measure ROI more precisely
- Evaluate the effectiveness of your marketing efforts and initiatives with data-driven accuracy

Hosting

\$600/Year

Base-level hosting will be set up on a shared Linux server with PHP and MySQL support. Total allowed space for site, email and all system files are limited to 10GB/month.

Hosting is PCI-DSS-compliant. The hosting servers feature real-time monitoring and are constantly tested for threats or breaches. All server hosting plans also include a strong software firewall to protect the networks from outside intrusion. The hosting service also provides an automated backup service that backs up your information every day and stores 30 days' worth of backups on an off-site server.

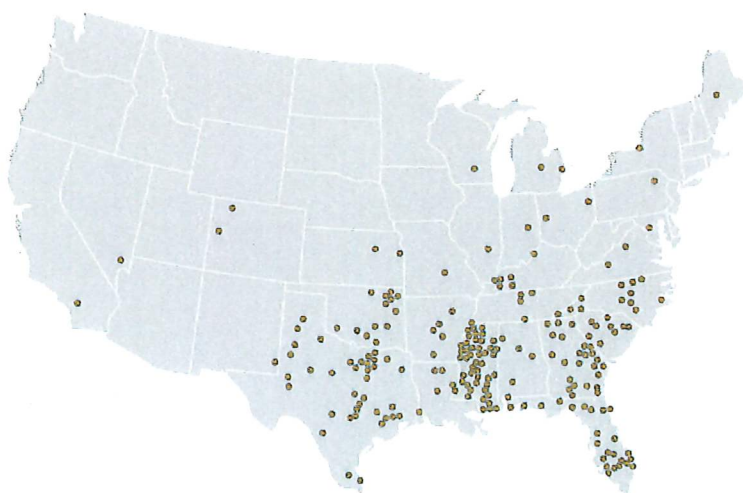
As an additional security measure, hosting also includes a secure sockets layer (SSL) certificate to encrypt data and allow safe transmission of private information when you log into your site or when a visitor fills in an online form.

Timeline for Project Completion

Marketing Alliance recommends a structured timeline to ensure effective project execution. The scope of work includes the following phases:

Project Kickoff and Strategic Alignment	Month 1
Wireframing and Design	Month 1
Content Strategy and Copy Development	Months 2 and 3
Design Approval	Month 3
Videography and Photography Production	Months 3 and 4
Website Development (CMS, SEO, Analytics)	Months 4 and 5
Website Compatibility/Responsiveness Testing	Month 5
Quality Assurance (QA) and Final Review	Months 5 and 6
Client Training	Month 6
Final Launch	Months 6 or 7
Social Media Campaign for Website Launch	Months 6 through 8
Ongoing Website Content Updates	Ongoing, Monthly after launch

Delivering Results for 23 Years in 29 States for 436 Communities



Marketing Alliance uses advanced time reporting and project management software to ensure that all tactics remain on time and on budget.

South Fulton Development Authority

Agenda Item Name: Finance Committee

Date: November 6, 2024

Category: Committee Reports

Department: Economic Development

Presenter(s): SFDA Treasurer Nathan Lewis

Background

The SFDA treasurer will provide an accounting of the South Fulton Development Authorities finances. Attached to this correspondence is bank statements for the SFDA from March 30, 2024 – September 30, 2024.

Financial Impact: n/a

Action requested: No action is being requested



Regions Bank
Camp Creek Parkway
3511 Camp Creek Parkway
East Point, GA 30344

CITY OF SOUTH FULTON
SF DEV AUTHORITY
5440 FULTON INDUSTRIAL BLVD SW
ATLANTA GA 30336-2527

ACCOUNT #

0210437700

Cycle 060
Enclosures 26
Page 0
1 of 2

PUBLIC FUNDS INTEREST CHECKING

March 30, 2024 through April 30, 2024

SUMMARY

Beginning Balance	\$623,248.46	Minimum Balance	\$623,248
Deposits & Credits	\$0.00 +	Annual Percentage Yield Earned	4.59%
Net Interest Earned	\$2,452.12 +	Interest This Period	\$2,452.12
Withdrawals	\$0.00 -	Average Collected Balance	\$623,248.46
Fees	\$0.00 -	2024 YTD Interest	\$9,374.02
Automatic Transfers	\$0.00 +		
Checks	\$0.00 -		
Ending Balance	\$625,700.58		

INTEREST

04/30	Interest Payment	2,452.12
-------	------------------	----------

DAILY BALANCE SUMMARY

Date	Balance
04/30	625,700.58

You may request account disclosures containing
terms, fees, and rate information (if applicable)
for your account by contacting any Regions office.

For all your banking needs, please call 1-800-REGIONS (734-4667)
or visit us on the Internet at www.regions.com. (TTY/TDD 1-800-374-5791)



Thank You For Banking With Regions!
2024 Regions Bank Member FDIC. All loans subject to credit approval.



Regions Bank
Camp Creek Parkway
3511 Camp Creek Pkwy.
East Point, GA 30344

CITY OF SOUTH FULTON
SF DEV AUTHORITY
5440 FULTON INDUSTRIAL BLVD SW
ATLANTA GA 30336-2527

ACCOUNT #



	060
Cycle	26
Enclosures	0
Page	1 of 2

PUBLIC FUNDS INTEREST CHECKING

May 1, 2024 through May 31, 2024

SUMMARY

Beginning Balance	\$625,700.58	Minimum Balance	\$625,700
Deposits & Credits	\$0.00 +	Annual Percentage Yield Earned	4.59%
Net Interest Earned	\$2,384.84 +	Interest This Period	\$2,384.84
Withdrawals	\$0.00 -	Average Collected Balance	\$625,700.58
Fees	\$0.00 -	2024 YTD Interest	\$11,758.86
Automatic Transfers	\$0.00 +		
Checks	\$0.00 -		
Ending Balance	\$628,085.42		

INTEREST

05/31	Interest Payment	2,384.84
-------	------------------	----------

DAILY BALANCE SUMMARY

Date	Balance
05/31	628,085.42

You may request account disclosures containing
terms, fees, and rate information (if applicable)
for your account by contacting any Regions office.

For all your banking needs, please call 1-800-REGIONS (734-4667)
or visit us on the Internet at www.regions.com. (TTY/TDD 1-800-374-5791)



Thank You For Banking With Regions!
2024 Regions Bank Member FDIC. All loans subject to credit approval.



Regions Bank
Camp Creek Parkway
3511 Camp Creek Pkwy.
East Point, GA 30344

CITY OF SOUTH FULTON
SF DEV AUTHORITY
5440 FULTON INDUSTRIAL BLVD SW
ATLANTA GA 30336-2527

ACCOUNT #



Cycle 060
Enclosures 26
Page 0
1 of 2

PUBLIC FUNDS INTEREST CHECKING

June 1, 2024 through June 28, 2024

SUMMARY

Beginning Balance	\$628,085.42	Minimum Balance	\$628,085
Deposits & Credits	\$0.00 +	Annual Percentage Yield Earned	4.59%
Net Interest Earned	\$2,162.26 +	Interest This Period	\$2,162.26
Withdrawals	\$0.00 -	Average Collected Balance	\$628,085.42
Fees	\$0.00 -	2024 YTD Interest	\$13,921.12
Automatic Transfers	\$0.00 +		
Checks	\$0.00 -		
Ending Balance	\$630,247.68		

INTEREST

06/28 Interest Payment 2,162.26

DAILY BALANCE SUMMARY

Date	Balance
06/28	630,247.68

You may request account disclosures containing
terms, fees, and rate information (if applicable)
for your account by contacting any Regions office.

For all your banking needs, please call 1-800-REGIONS (734-4667)
or visit us on the Internet at www.regions.com. (TTY/TDD 1-800-374-5791)



Thank You For Banking With Regions!

2024 Regions Bank Member FDIC. All loans subject to credit approval.



REGIONS

Regions Bank
Camp Creek Parkway
3511 Camp Creek Pkwy.
East Point, GA 30344

CITY OF SOUTH FULTON
SF DEV AUTHORITY
5440 FULTON INDUSTRIAL BLVD SW
ATLANTA GA 30336-2527

ACCOUNT #

000000000000

	060
Cycle	26
Enclosures	0
Page	1 of 2

PUBLIC FUNDS INTEREST CHECKING

June 29, 2024 through July 31, 2024

SUMMARY

Beginning Balance	\$630,247.68	Minimum Balance	\$630,247
Deposits & Credits	\$0.00 +	Annual Percentage Yield Earned	4.59%
Net Interest Earned	\$2,557.15 +	Interest This Period	\$2,557.15
Withdrawals	\$0.00 -	Average Collected Balance	\$630,247.68
Fees	\$0.00 -	2024 YTD Interest	\$16,478.27
Automatic Transfers	\$0.00 +		
Checks	\$0.00 -		
Ending Balance	\$632,804.83		

INTEREST

07/31	Interest Payment	2,557.15
-------	------------------	----------

DAILY BALANCE SUMMARY

Date	Balance
07/31	632,804.83

You may request account disclosures containing
terms, fees, and rate information (if applicable)
for your account by contacting any Regions office.

For all your banking needs, please call 1-800-REGIONS (734-4667)
or visit us on the Internet at www.regions.com. (TTY/TDD 1-800-374-5791)



Thank You For Banking With Regions!

2024 Regions Bank Member FDIC. All loans subject to credit approval.



Regions Bank
Camp Creek Parkway
3511 Camp Creek Pkwy.
East Point, GA 30344

CITY OF SOUTH FULTON
SF DEV AUTHORITY
5440 FULTON INDUSTRIAL BLVD SW
ATLANTA GA 30336-2527

ACCOUNT #

[REDACTED]

060
Cycle 26
Enclosures 0
Page 1 of 2

PUBLIC FUNDS INTEREST CHECKING

August 31, 2024 through September 30, 2024

SUMMARY

Beginning Balance	\$602,439.97	Minimum Balance	\$27,439
Deposits & Credits	\$0.00 +	Annual Percentage Yield Earned	4.55%
Net Interest Earned	\$524.27 +	Interest This Period	\$524.27
Withdrawals	\$575,000.00 -	Average Collected Balance	\$138,730.29
Fees	\$0.00 -	2024 YTD Interest	\$19,292.49
Automatic Transfers	\$0.00 +		
Checks	\$0.00 -		
Ending Balance	\$27,964.24		

INTEREST

09/30	Interest Payment	524.27
-------	------------------	--------

WITHDRAWALS

09/06	Regions Bank	Acct Trans 821374843	Rgreen	575,000.00
-------	--------------	----------------------	--------	------------

DAILY BALANCE SUMMARY

Date	Balance	Date	Balance
09/06	27,439.97	09/30	27,964.24

You may request account disclosures containing
terms, fees, and rate information (if applicable)
for your account by contacting any Regions office.

For all your banking needs, please call 1-800-REGIONS (734-4667)
or visit us on the Internet at www.regions.com. (TTY/TDD 1-800-374-5791)



Thank You For Banking With Regions!
2024 Regions Bank Member FDIC. All loans subject to credit approval.



Regions Bank
Camp Creek Parkway
3511 Camp Creek Pkwy.
East Point, GA 30344

CITY OF SOUTH FULTON
SF DEV AUTHORITY
4715 FREDERICK DR SW
ATLANTA GA 30336-1809

ACCOUNT #



Cycle 060
Enclosures 26
Page 0
1 of 2

PUBLIC FUNDS INTEREST CHECKING
August 31, 2024 through September 30, 2024

SUMMARY

Beginning Balance	\$0.00	Minimum Balance	\$0
Deposits & Credits	\$575,000.00 +	Annual Percentage Yield Earned	4.34%
Net Interest Earned	\$1,673.16 +	Interest This Period	\$1,673.16
Withdrawals	\$0.00 -	Average Collected Balance	\$463,709.68
Fees	\$0.00 -	2024 YTD Interest	\$1,673.16
Automatic Transfers	\$0.00 +		
Checks	\$0.00 -		
Ending Balance	\$576,673.16		

DEPOSITS & CREDITS

09/06	Regions Bank	Acct Trans 821374843	Rgreen	575,000.00
-------	--------------	----------------------	--------	------------

INTEREST

09/30	Interest Payment	1,673.16
-------	------------------	----------

DAILY BALANCE SUMMARY

Date	Balance	Date	Balance
09/06	575,000.00	09/30	576,673.16

You may request account disclosures containing
terms, fees, and rate information (if applicable)
for your account by contacting any Regions office.

For all your banking needs, please call 1-800-REGIONS (734-4667)
or visit us on the Internet at www.regions.com. (TTY/TDD 1-800-374-5791)



Thank You For Banking With Regions!
2024 Regions Bank Member FDIC. All loans subject to credit approval.



Regions Bank
Camp Creek Parkway
3511 Camp Creek Pkwy.
East Point, GA 30344

CITY OF SOUTH FULTON
SF DEV AUTHORITY
4715 FREDERICK DR SW
ATLANTA GA 30336-1809

ACCOUNT #

██████████

	060
Cycle	26
Enclosures	0
Page	1 of 2

PUBLIC FUNDS INTEREST CHECKING

October 1, 2024 through October 31, 2024

SUMMARY

Beginning Balance	\$576,673.16	Minimum Balance	\$576,673
Deposits & Credits	\$0.00 +	Annual Percentage Yield Earned	4.07%
Net Interest Earned	\$1,953.76 +	Interest This Period	\$1,953.76
Withdrawals	\$0.00 -	Average Collected Balance	\$576,673.16
Fees	\$0.00 -	2024 YTD Interest	\$3,626.92
Automatic Transfers	\$0.00 +		
Checks	\$0.00 -		
Ending Balance	\$578,626.92		

INTEREST

10/31	Interest Payment	1,953.76
-------	------------------	----------

DAILY BALANCE SUMMARY

Date	Balance
10/31	578,626.92

**PRICING FOR CERTAIN TREASURY MANAGEMENT
SERVICES AND ANALYZED DEPOSITORY
PRODUCTS IS CHANGING EFFECTIVE 1-1-25.
CHANGES WILL BE REFLECTED BEGINNING WITH
THE JANUARY ANALYSIS STATEMENT YOU WILL
RECEIVE IN FEBRUARY. TO SEE ALL CHANGES,
VISIT [REGIONS.COM/SPECIALMESSAGE](https://regions.com/specialmessage). PLEASE
CONTACT YOUR TREASURY MANAGEMENT
RELATIONSHIP MANAGER WITH QUESTIONS
SPECIFIC TO YOUR ACCOUNT.**

For all your banking needs, please call 1-800-REGIONS (734-4667)
or visit us on the Internet at www.regions.com. (TTY/TDD 1-800-374-5791)



Thank You For Banking With Regions!
2024 Regions Bank Member FDIC. All loans subject to credit approval.

Checking
Account

1.	Write here the amount shown on statement for ENDING BALANCE	\$
2.	Enter any deposits which have not been credited on this statement.	\$ +
3.	Total lines 1 & 2	\$ =
4.	Enter total from 4a (column on right side of page)	\$ -
5.	Subtract line 4 from line 3. This should be your checkbook balance.	\$ =

Check No.	Amount	
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	
Total Enter in Line 4 at Left		

You can make a deposit at the branch during business hours or at a Regions Deposit-Smart ATM, and you can also make a transfer or deposit through Regions Online Banking or Mobile Banking. To make a deposit to an overdrawn account 24 hours a day, please visit <https://selfservice.regions.com>.



Regions Bank
Camp Creek Parkway
3511 Camp Creek Pkwy.
East Point, GA 30344

CITY OF SOUTH FULTON
SF DEV AUTHORITY
5440 FULTON INDUSTRIAL BLVD SW
ATLANTA GA 30336-2527

ACCOUNT # 0349431706

Cycle 060
Enclosures 26
Page 0
1 of 2

PUBLIC FUNDS INTEREST CHECKING

October 1, 2024 through October 31, 2024

SUMMARY

Beginning Balance	\$27,964.24	Minimum Balance	\$27,964
Deposits & Credits	\$150,000.00 +	Annual Percentage Yield Earned	4.07%
Net Interest Earned	\$471.79 +	Interest This Period	\$471.79
Withdrawals	\$0.00 -	Average Collected Balance	\$139,254.56
Fees	\$0.00 -	2024 YTD Interest	\$19,764.28
Automatic Transfers	\$0.00 +		
Checks	\$0.00 -		
Ending Balance	\$178,436.03		

DEPOSITS & CREDITS

10/09	Wire Transfer City of South	150,000.00
-------	-----------------------------	------------

INTEREST

10/31	Interest Payment	471.79
-------	------------------	--------

DAILY BALANCE SUMMARY

Date	Balance	Date	Balance
10/09	177,964.24	10/31	178,436.03

PRICING FOR CERTAIN TREASURY MANAGEMENT
SERVICES AND ANALYZED DEPOSITORY
PRODUCTS IS CHANGING EFFECTIVE 1-1-25.
CHANGES WILL BE REFLECTED BEGINNING WITH
THE JANUARY ANALYSIS STATEMENT YOU WILL
RECEIVE IN FEBRUARY. TO SEE ALL CHANGES,
VISIT [REGIONS.COM/SPECIALMESSAGE](https://regions.com/specialmessage). PLEASE
CONTACT YOUR TREASURY MANAGEMENT
RELATIONSHIP MANAGER WITH QUESTIONS
SPECIFIC TO YOUR ACCOUNT.

For all your banking needs, please call 1-800-REGIONS (734-4667)
or visit us on the Internet at www.regions.com. (TTY/TDD 1-800-374-5791)



Thank You For Banking With Regions!
2024 Regions Bank Member FDIC. All loans subject to credit approval.

Checking
Account

1.	Write here the amount shown on statement for ENDING BALANCE	\$
2.	Enter any deposits which have not been credited on this statement.	\$ +
3.	Total lines 1 & 2	\$ =
4.	Enter total from 4a (column on right side of page)	\$ -
5.	Subtract line 4 from line 3. This should be your checkbook balance.	\$ =

Check No.	Amount	
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	
	\$	
Total Enter in Line 4 at Left		

You can make a deposit at the branch during business hours or at a Regions Deposit-Smart ATM, and you can also make a transfer or deposit through Regions Online Banking or Mobile Banking. To make a deposit to an overdrawn account 24 hours a day, please visit <https://selfservice.regions.com>.

Old Business



Divider Sheet

South Fulton Development Authority

Agenda Item Name: Joint Development Authority Meeting

Date: November 6, 2024

Category: Old Business

Department: Economic Development

Presenter(s): Executive Director Artie Jones, III

Background

The City of South Fulton City Council has expressed an interest to have a joint meeting with the SFDA. It was discussed by city management staff that a special called meeting be developed to happen at the top of 2025 to include topics of interest to the city council and SFDA board of Directors. Staff request that the development authority recommend to the executive director a listing of agenda topics that they would like covered during the special called joint development authority meeting.

Financial Impact: n/a

Action requested: Staff request that the development authority board of directors direct topics of interest for the Joint Development Authority to the Executive Director of the SFDA by November 15, 2024.

New Business



Divider Sheet

Executive Session



Divider Sheet

South Fulton Development Authority

Agenda Item Name: Cedar Grove Project

Date: November 6, 2024

Category: Executive Session

Department: Economic Development

Presenter(s): Harrison Merrill & Harrison Merrill, Jr.

Background

There's 65-acre mixed-use development proposed for the South Fulton / Cedar Grove intersection in district 4. The project includes the development of 360 townhomes & single-family residences, 430 MF units, and 35k SF of mixed – use commercial space. The project is anticipated to have a value of \$300 million. The project is experiencing a delta of approximately \$7 million (\$2.84 million for water/sewer connection and \$4.16 million for structured parking to attain maximum density.

Financial Impact: \$0 to \$7 million

Action requested: If it is the boards pleasure an inducement resolution is being sought by the developer to address the \$7 million delta.

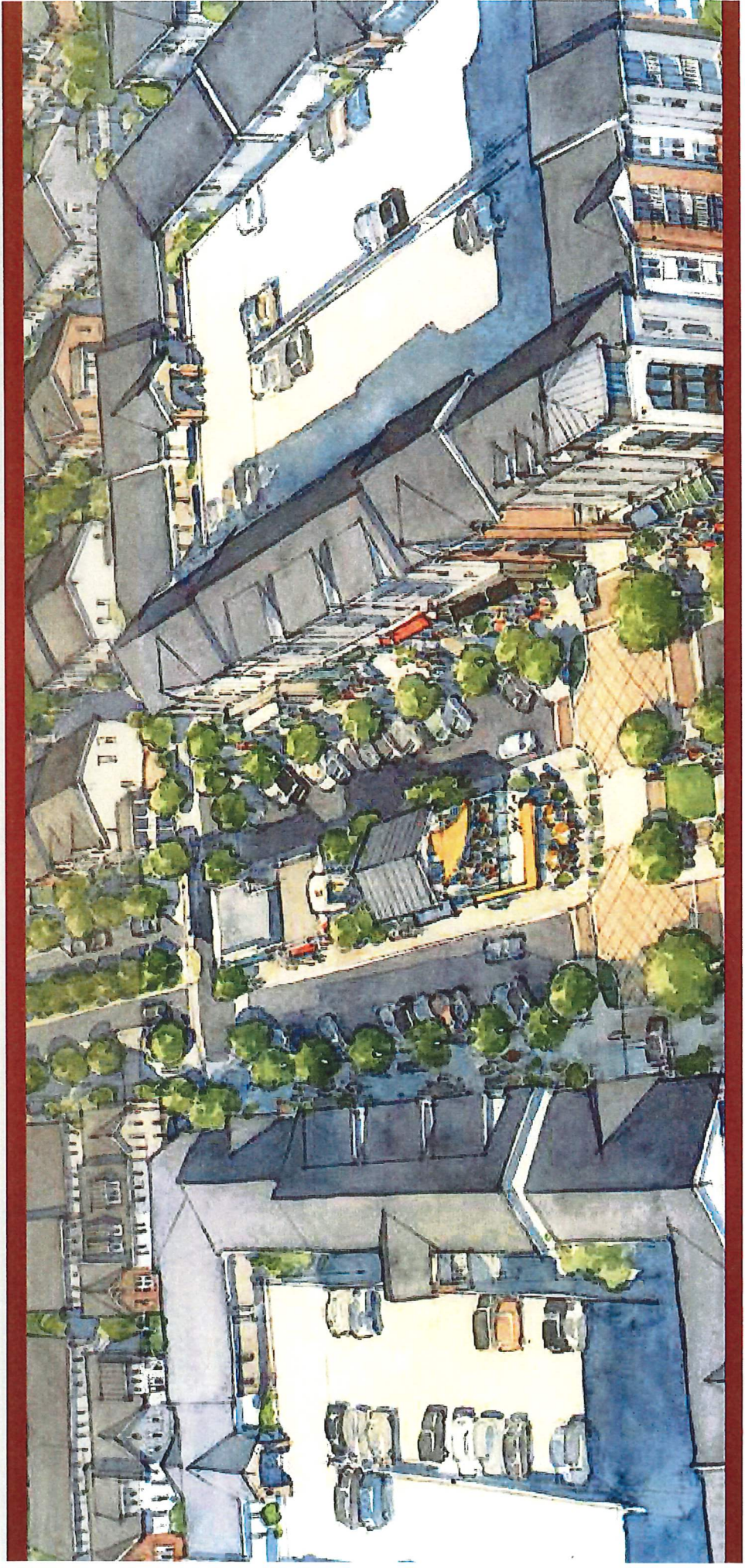


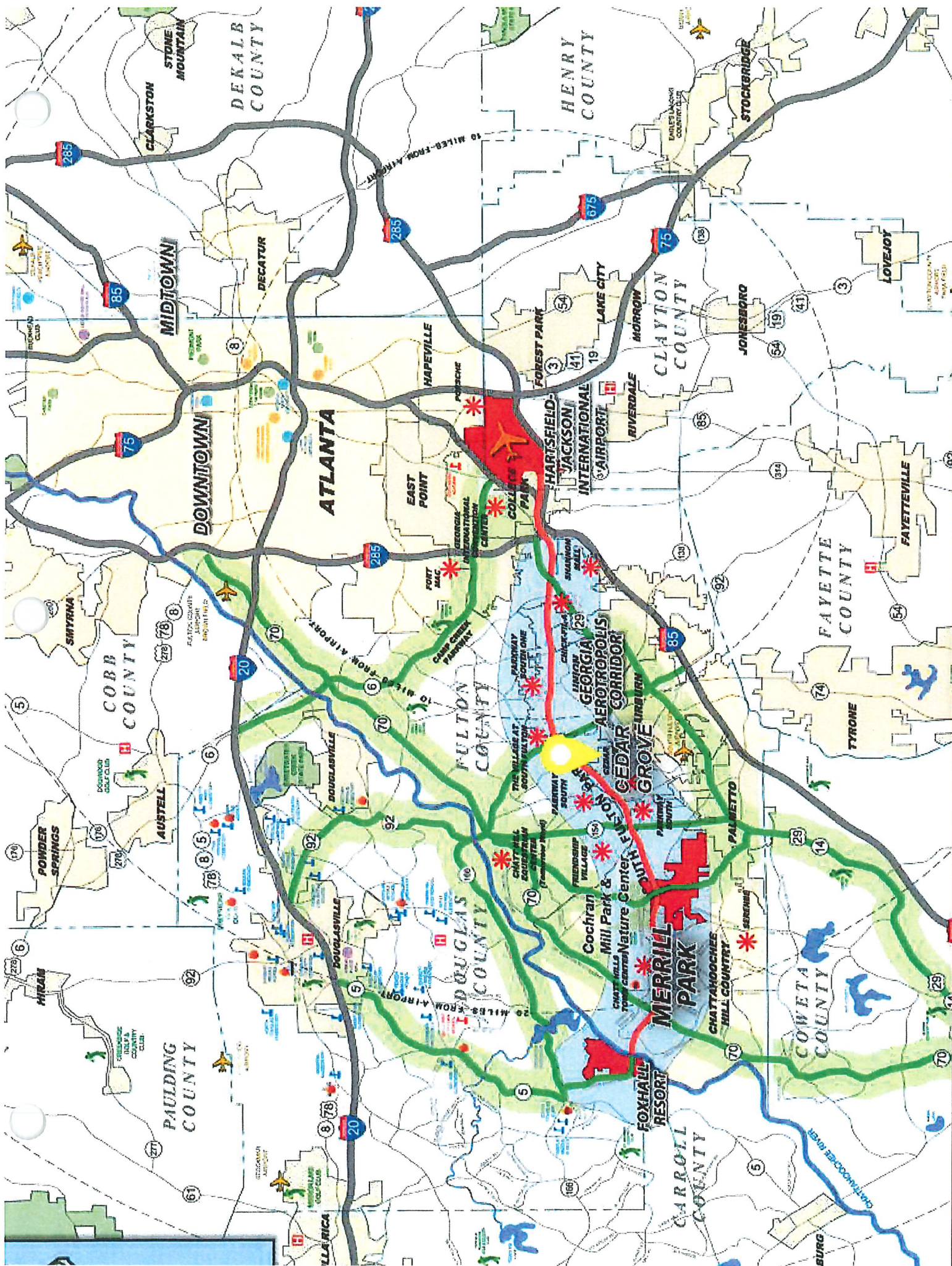
CEDAR GROVE VILLAGE

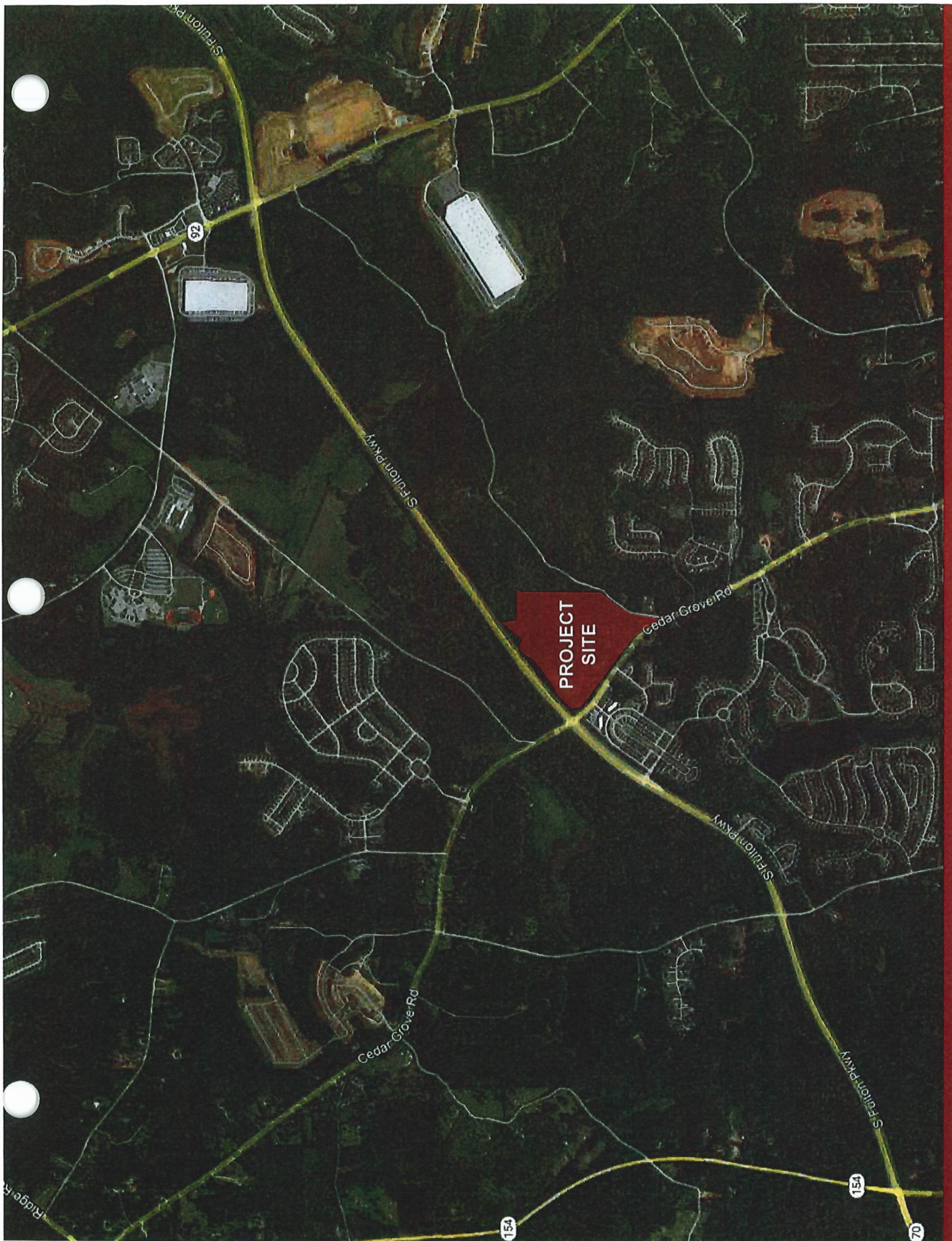
Mixed Use Development at the southeast intersection of
South Fulton Parkway and Cedar Grove Road in the City of South Fulton.

Cedar Grove Village is a \$300 million 65 acre mixed use development located in the City of South Fulton at the intersection of S. Fulton Parkway and Cedar Grove Road. The new urbanism project will include multiple restaurants, entertainment facilities, retail, townhouses, apartments, and single-family detached housing, surrounding a large community park.

360 Townhomes & Single Family Residences
430 Multi Family Residences
35,000 SF of Mixed Use & Commercial Space







PROJECT
SITE

92

S Fulton Pkwy

Cedar Grove Rd

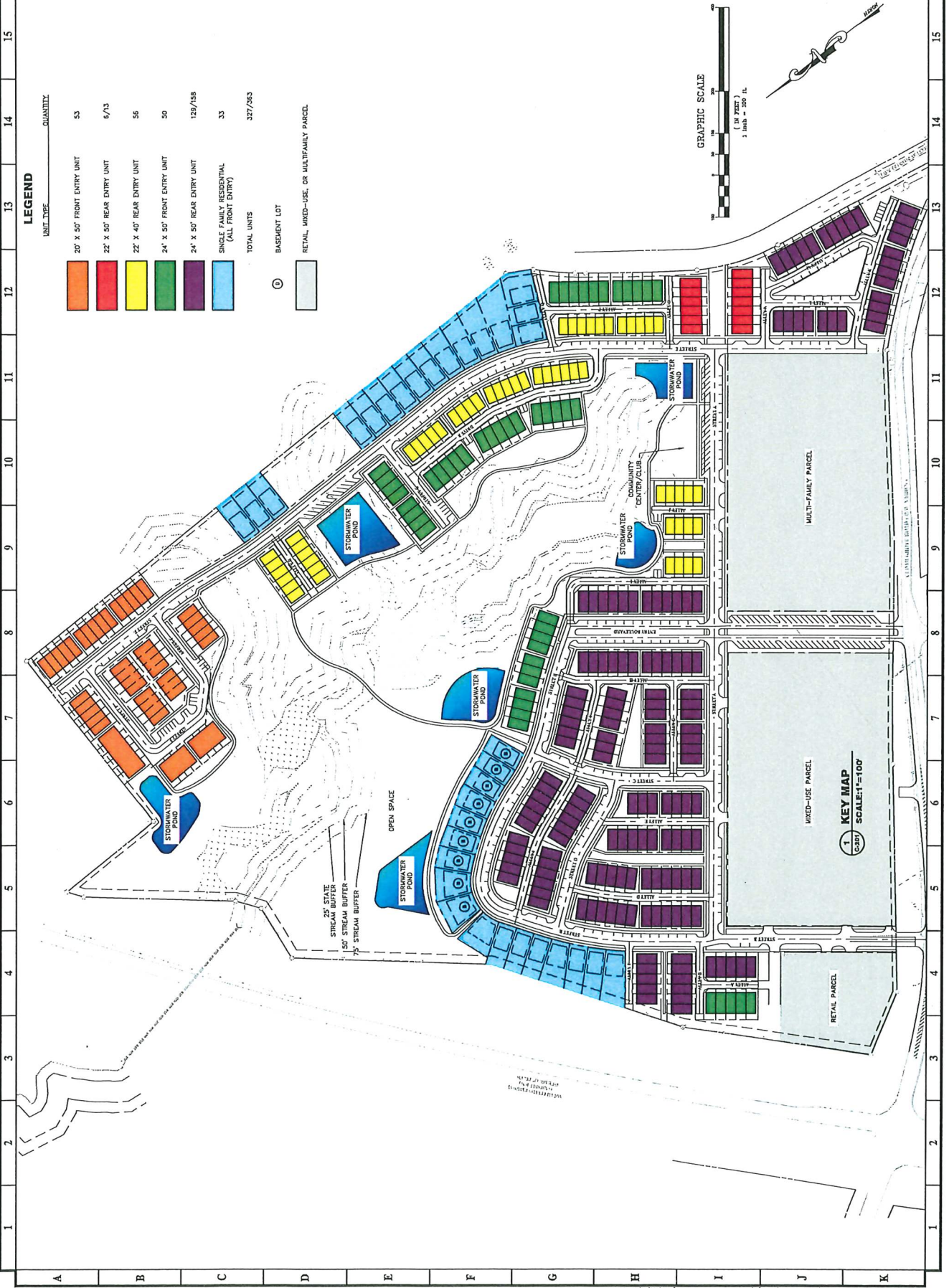
S Fulton Pkwy

Cedar Grove Rd

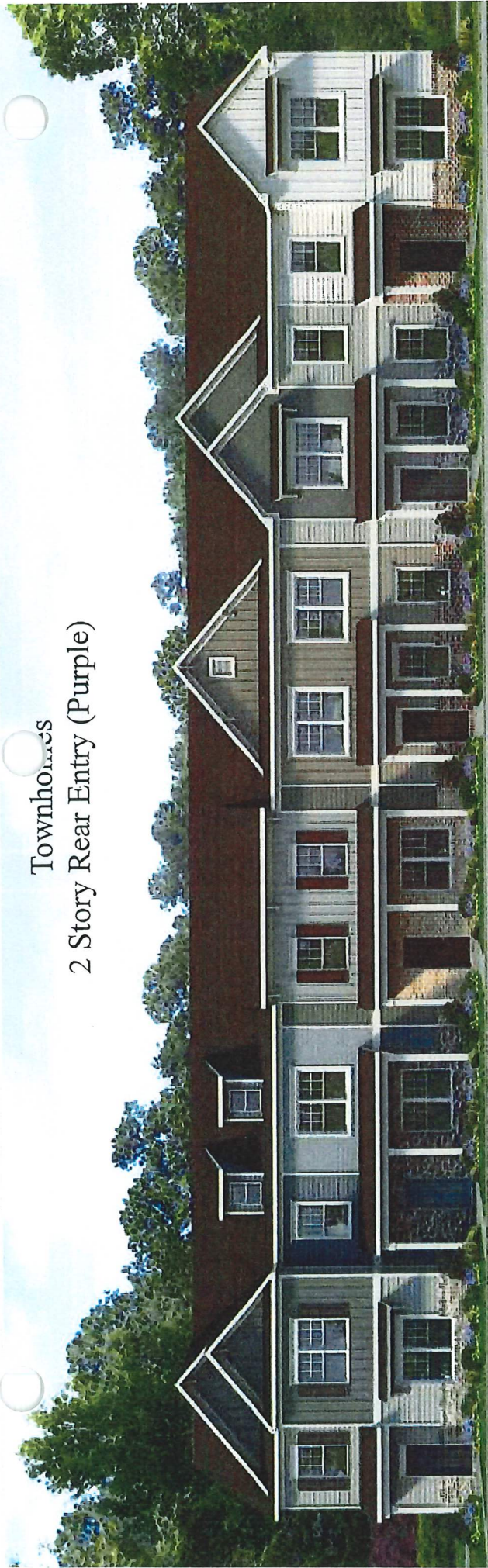
154

154

70



Townhomes
2 Story Rear Entry (Purple)



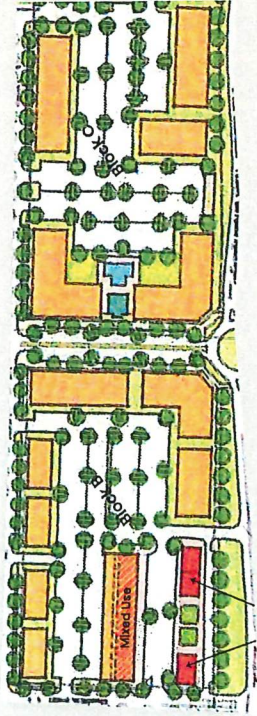
2 Story Front Entry (Green)



3 Story Rear Entry (Yellow)

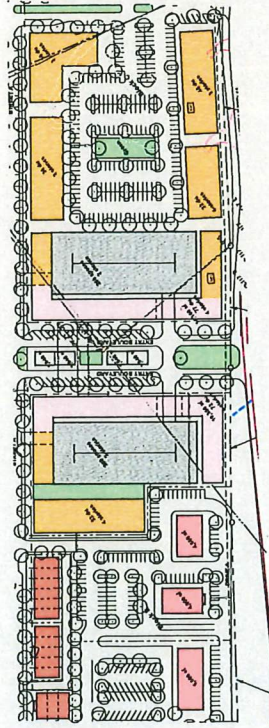


Conceptual Design A (with surface parking)



Surface parking is ~\$5,000/space
 2 story structured parking is ~\$15,000/space
 Pre-cast structured parking is ~\$30,000/space

Conceptual Design B (with 2 story structured parking)



Each 2 story parking deck has 208 spaces.
 Each parking deck would cost an additional
 \$2,080,000 above the cost of surface parking.

Andre Dickens
MAYOR


CITY OF ATLANTA
DEPARTMENT OF WATERSHED MANAGEMENT
72 MARIETTA STREET NW
ATLANTA, GEORGIA 30303

Kishia L. Powell
COMMISSIONER

December 22, 2023

Felipe Hayes
Prime Engineering
3715 Northside Pkwy.
Building 300, Suite 200
Atlanta, GA 30327

RE: Letter of Availability - Water (Cedar Grove Village Center)

Dear Felipe:

Our records indicate that there are no available water mains that are serviced by the City of Atlanta available to service your site on Cedar Grove Rd. However, service could be provided with a main extension from the 8 inch water main located BOC along the north side of Cedar Grove Rd. near Lynmark Way, or an extension of the 12 inch water main located BOC along the north side of Cedar Grove Rd. nearest Jones Rd. to the furthest end of the site.

Please note that the conclusions reached in this letter are based upon the City's best available information regarding the location and condition of the utilities. However, actual site conditions may vary and will require independent site verification. The City makes no representation or warranties as to the accuracy of information provided.

Should additional information be needed, please contact Jarrell Thornton at 404-546-3249

Sincerely,

RahShad Coles

RahShad Coles
Engineering Aid Sr., Department of Watershed Management

June 27, 2024

Mr. Harrison Merrill
Address

Re: Cedar Grove Development Sewer Basin

Dear Mr. Merrill:

Prime reviewed the proposed Cedar Grove Development located at the southeast corner of the intersection of South Fulton Parkway and Cedar Grove Road. This development is approximately 65-acres of mixed-use consisting of proposed uses in the image shown below.



SUMMARY

Location: Atlanta, Georgia

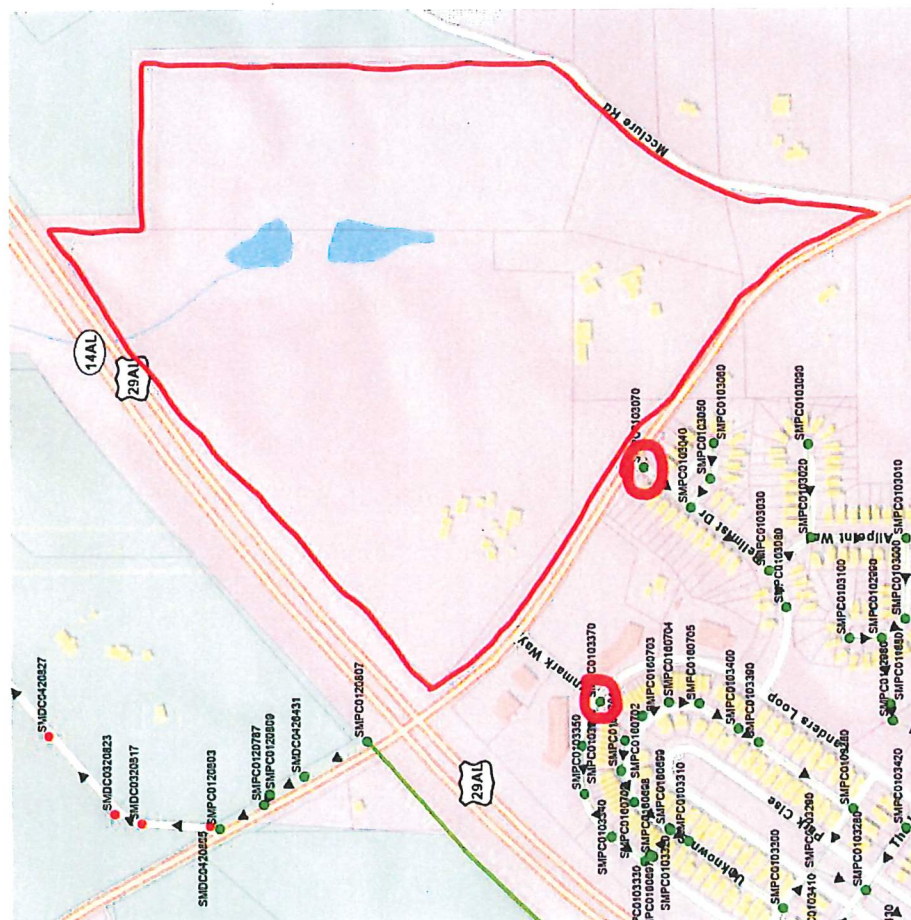
Size: 65 acres

Type: Mixed-Use

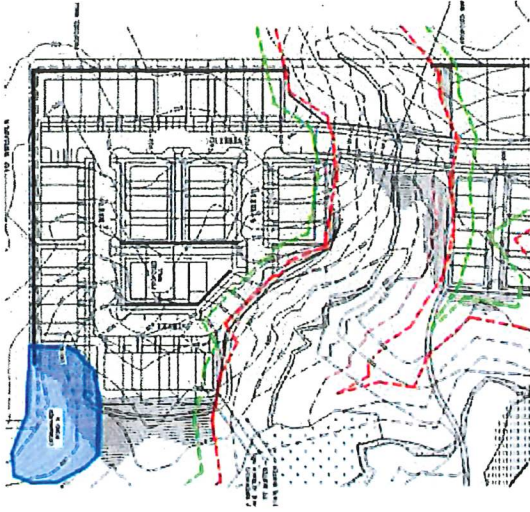
Status: In Development

Summary	Commercial sf	Residential units	Parking Provided Near-Site, Veh.
Block A			
Commercial	14,000	-	87
Block B			
Commercial	14,000	-	70
Mixed Use	18,350	124	100
Block C			
Multifamily		232	326
Mixed Use	14,950	77	116
Central Boulevard			
Commercial/Restaurant	4,180		40
Total	58,870	433	538
Townhouse and Single Family			
Townhouses - Rear Lot		287	
Townhouses - Front Lot		57	
Single Families		16	
TOTAL		360	
Guest parking provided*		195 spaces	
* These are on-street parking as well as off-street spaces located in the alleys. Not including 17 spaces at Community Center			
Total Site Area	65.9	acres	
Total Residential	793	units	
Density	11.8	du/acre	
Open Space	61	du/acre	%
	1,037,667	23.8	35.3%

Currently public sanitary sewer is not available to service the site.

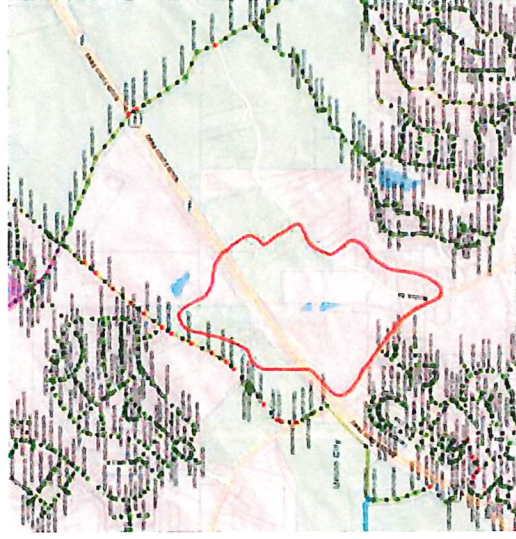


For example, the lowest point of the proposed site is on the far east side of the development with the lowest downhome being set at elevation 900. This elevation is approximately 30 feet lower than the closest available sewer manhole mentioned above. The proposed 12-inch trunk line that will run parallel to the existing creek to the north and tie into the existing 18-inch Fulton County trunk line in Jones Road will be required to provide public sewer for the residential portion of the site.



Proposed Sewer Basin

The total basin area that can utilize the proposed 12-inch gravity sanitary sewer trunk line is 167.3 acres as shown in the red lined area in the image below.



For this development it makes economic sense to install a new gravity trunk line. Not only will it provide the best means to serve sewer to the entire development, but it will also provide sewer service to other undeveloped property adjacent to the site. Based on the figure above, not only will the sewer serve this property (67.5 acres), but also could provide sewer service to another 102.3 acres (See hatched areas on Figure above).

Sincerely,



Kalyn Keeney, P.E.
Prime Engineering, Inc.
Department Head - Civil Site
E: kkeeney@prime-eng.com
P: (404) 425-7145

CEDAR GROVE MASTER PLAN
Water and Sewer Main Extensions
Probable Construction Costs

ITEM No.	DESCRIPTION	ESTIMATED QUANTITY	UNIT OF MEASURE	UNIT PRICE	TOTAL PRICE
SITE PREPERATION					
1.	Mobilization and Demobilization	1	LS	\$20,000.00	\$20,000.00
2.	Clearing, Demolition & Grubbing	2.00	AC	\$50,000.00	\$100,000.00
WATER AND SEWER EXTENSIONS					
3.	12" DIP Water Main	2,815.0	LF	\$215.00	\$605,225.00
4.	8" DIP Water Line	638.0	LF	\$195.00	\$124,410.00
5.	6" DIP Water Line	60.0	LF	\$150.00	\$9,000.00
6.	Jack and Bore - Steel 20 in Dia (Water)	320.0	LF	\$350.00	\$112,000.00
7.	Fire Hydrant Assembly (@ 500')	8.0	EA	\$8,000.00	\$64,000.00
8.	12' x 6" Tee	6.0	EA	\$4,000.00	\$24,000.00
9.	6" Gate Valve	6.0	EA	\$3,700.00	\$22,200.00
10.	12" x 12" Tapping Sleeve & Valve Assembly	2.0	EA	\$15,000.00	\$30,000.00
11.	12" x 8" Tapping Sleeve & Valve Assembly	1.0	EA	\$10,000.00	\$10,000.00
12.	Jack and Bore - Steel 20 in Dia (Sewer)	420.0	LF	\$350.00	\$147,000.00
13.	8" Sanitary Sewer Line (HDPE)	100.0	LF	\$175.00	\$17,500.00
14.	12" Sanitary Sewer Main (HDPE) (0'-10' Depth)	2,600.0	LF	\$200.00	\$520,000.00
15.	12" Sanitary Sewer Main (HDPE) (10'-15' Depth)	1,170.0	LF	\$250.00	\$292,500.00
16.	12" Sanitary Sewer Main (HDPE) (15'-20' Depth)	150.0	LF	\$300.00	\$45,000.00
17.	12" Sanitary Sewer Main (HDPE) (> 25' Depth)	350.0	LF	\$350.00	\$122,500.00
18.	Sanitary Sewer Manhole (HDPE) (0'-20' Depth)	12.0	EA	\$9,500.00	\$114,000.00
19.	Sanitary Sewer Manhole (HDPE) (20'-30' Depth)	3.0	LF	\$20,000.00	\$60,000.00
Total Estimated Cost (Construction Only) =					\$2,439,335
Contractor Overhead and Profit (15%) =					\$365,900
Contingency (10%) =					\$36,590
Total Estimated Construction Cost =					\$2,841,825