



STEPHENS COUNTY DEVELOPMENT AUTHORITY

ATTRACTION & RECRUITMENT:

- Worked Projects 080714, Adams, Blue, Global Tank & Tower, Apollo, AgStrong, Babbitt, Crimson (ASI), Distillery, Haering, Hansen, Hardeman, Hart, Home, Hover, Hummingbird (Nifco-KTW), Kunger, Lure, Meadows, Mikle, Moore, Pearson/Wade, Piedmont, Peppermint, Pure, Relo, Sark, Servus, Solar 2, Thoroughbred, Turn, Waterfall, Whit, Wright, Vail, and Z.
- ASI held a Ground Breaking Ceremony on their new 120,000 square foot facility and announced that they would be creating 30 new jobs and investing \$12M.
- SARK Wire Corporation purchased the Eddy West building and began renovations.
- Nifco-KTW announced that they would be building a 130,000 sq. ft. building on 32 acres at Hayestone Brady Business Park. They will hire 200 people in the next five years and invest \$27M.
- Had a ribbon cutting for Adams Building Supply. They created 10 new jobs.
- Southeast Metals and Recycling opened. They will invest \$5.6M and create 34 new jobs.
- Worked with Mike Jones Ford on their relocation and expansion
- With our JDA colleagues, hosted 32 State Project Managers at the Georgia Resource Center in Atlanta.
- Hosted two new State Project Managers in Stephens County and showed them Stephens County's sights and sites with local leaders.
- Visited site location consultants and project managers in state and out of state
- Met with regional colleagues to identify manufacturing targets
- Reviewed a Business Plan for Albemarle Hotel.
- Showed several prospects the Nampac Building and currently that building is under contract.
- Updated our Retail Opportunities Flyer and posted it on the website
- Co-sponsored the annual Business Plan competition with the Toccoa-Stephens County Chamber of Commerce
- Signed an inducement resolution for a Hospitality Project. That project is known as Project Blue.
- Updated our Incentives for potential prospects.
- Helped SHL Lures, LLC track down an employee with paint booth experience

EXISTING INDUSTRY RETENTION & EXPANSION:

- Visited 28 local industries with DOL's Danette Smith & GDECD's Tammy Caudell to share with them information on Georgia's updated tax incentive plans for manufactures and GDOL's hiring and recruitment services.
- Worked with North Georgia Technical College to promote their Video Contest that invited high school students to produce two minute videos spotlighting a local industry in their community. Stephens County High Schooler, Derrick Hollford, highlighted ASI Global Partions in his video. Videos were voted on online and winners were announced at the annual Manufacturing Summit.
- Worked with Southeast Metals and Recycling to secure an Employee Incentive Program Grant from DCA. They will be investing \$5.6M and creating 34 jobs with this new venture.
- Applegate Insulation added 10 jobs.
- CMC invested \$150,000 in a paint booth and created 10 jobs.
- Coats & Clark added 6 jobs.
- Cope Closet invested \$400,000 into an addition and added 2 new jobs.
- Meadowbrook Machine & Tool added 7 new jobs.

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- Cotton Conversions created 45 jobs.
- Eaton invested \$62,000 into an expansion.
- Mike Jones Ford invested \$4.5M dollars and retained 25 jobs when they moved into their new facility.
- Global Tank and Tower moved into Stephens County bringing 11 jobs.
- ASI was recognized as the Toccoa-Stephens County Chamber of Commerce Industry of the Year
- G-M Wood Products added 12 new jobs and are talking about another expansion.
- Patterson Pump invested \$5.2 M
- Team Metal Finishing invested \$100,000
- Constellation Energy invested \$1.6 M at a solar panel farm off Turner Road
- Helped numerous existing industries with a variety of concerns
- Hosted a Spotlight on Business with the Chamber of Commerce at Robertson Furniture.
- Shared GDEcD's Monthly Trade Opportunities Alerts (TOA) with our existing industries
- Administered PILOT agreements (invoicing, collection, and distribution) for Applegate, Caterpillar, CMC, Dewtex, GEM, PakPro, and Patterson Pumps
- Continued concerted efforts to coordinate company training needs and NGTC offerings
- Co-sponsored, with our JDA counterparts, Tri-County Manufacturers' Meetings
- UMI used SCDA's boardroom for training
- Shared *Active Shooter* and *Disaster Preparation* videos with local industries
- Helped Kokoon Homes promote their new "Tiny House on Wheels".
- Had several meetings with Caterpillar about their closure phase out.
- Worked with the Chamber of Commerce on a Ribbon Cutting Ceremony for Adams Building Supply.
- Helped Currahee Vineyards contact state agencies for potential grant funding.
- We submitted Opportunity Zone paperwork for Cope Closet, Trachte, Patterson Pump, and Allied Ecovery.

COMMUNICATIONS & MARKETING:

- Made periodic updates on SCDA activities to the City, County, and Chamber of Commerce Boards
- SCDA's Facebook page now has 479 "Likes"
- 23,570 people saw content associated with our Facebook page over the year
- Monthly *State of Stephens* newsletters were posted to our website, Blogger, and Facebook and emailed to subscribers.
- Had 6,540 website views from January 2015-June 2015
- Added updated German and Japanese welcome letter translations to our webpage
- Partnered with Southfire to host and re-design the website for better features to promote Stephens County and our properties
- Toccoa-Stephens County was mentioned in *Georgia Trend's* Economic Yearbook
- Continued listing our properties on CoStar and LoopNet
- Co-sponsored the annual Tri-County visit to the Georgia Resource Center (32 project managers)
- Updated our retail opportunities flyer and posted to website
- Published a broadband marketing piece "Tech Trails" with the North Georgia Network
- Added GDEcD's Logistics Spotlight tool for Stephens County to website
- Shared SCDA's 2015-2016 Strategic Plan with citizens via the Toccoa Record and WNEG
- Promoted the numerous events held in downtown
- Conducted economic development sessions for the Adult and Youth Toccoa-Stephens County Leadership classes

- Participated in an Economic Development video featured on the City of Toccoa's website
- Shared videos highlighting the Currahee Club to SCDA's website.

PRODUCT DEVELOPMENT:

- Local leaders Wendi Bailey, Tim Martin, Gail Fry, Michelle Grafton, Dr. Mark Ivester, Stacy Miller, Tug Carter, Chuck Wright, Janney Sanders & Nick Martin visited the GRC and its personnel along with GDECD's, Tammy Caudell in July. It was a productive visit and it gave our local leadership a chance to gain valuable insight into steps our community could take to attract new industries.
- Seven Stephens County leaders (Terry Carter, Chuck Wright, Nick Martin, Brian Akin, Michelle Grafton, Stacy Miller, and Gail Fry) successfully completed the exigencies of Chauffeur Academy and earned the title of Certified Chauffeur with specialization in Northeastern Georgia Terrain.
- Brian Akin, Terry Carter, Gail Fry, Brittany Ivey, Debbie Whitlock, and Chuck Wright graduated from the 2014 Region 2 Multi-Day Economic Development Training Program.
- Worked with Carter & Sloope's Chase West to initiate the installation at HBBP of the lift station needed for Nifco-KTW.
- Deeded the Hammerstone Drive to the County and deeded water and sewer easements at HBBP to the City.
- Worked with Hart EMC to run electricity to the Gunby Communications tower in the Hayestone Brady Industrial Park.
- TruVista expanded broadband coverage across the county
- Explored a new spec building with RAI, Rooker, JM Williams, and Pattillo and a virtual spec building with JM Williams
- The Appalachian Regional Commission has granted us \$300,000 to expand sewer and water service to the Veterans Parkway area of the county.
- Conducted a variety of activities to enhance local workforce
 - Provided the Stephens County Literacy Council, T-SC Chamber of Commerce, and Stephens County Library loaner laptops from our workforce development initiative
 - Helped host the NEGA Job Fair & Career Expo at NGTC
 - SHRM Business Summit was held at NGTC – Currahee Campus
- Nominated candidates to attend the 2015 Regional Georgia Academy for Economic Development Class
- Meet with GDOT and CW Matthews officials about the Hwy 17 expansion and the signage at the entrances of our HBBP park
- Made several updates to our website. We do not have much inventory left.
- We have almost reached our goal of 500 Facebook likes (479).

SCDA BOARD:

- Updated SCDA's five-year strategic plan. Set 5 goals for 2015-2016.
- Presented semi-annual updates to city, county and chamber
- Supported the various efforts of the Joint Development Authority of Franklin, Hart & Stephens Counties
- Supported the various efforts of Toccoa-Stephens County Tomorrow and Charing Economic Development and Infrastructure Themes
- Conducted mock interviews with graduating TFC seniors
- Sponsored an intern for 2 weeks.
- Attended the GA Chamber of Commerce Eggs & Issues Breakfast
- Helped host pre and post Legislative Session Forums with Senator Wilkinson and Representative Gasaway

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- Regular Georgia Economic Developers Association attendance and involvement
- Participated at the Georgia Power Company sponsored “Good News Gathering” at Chateau Elan
- Regular involvement with regional counterparts via GMRC (marketing, legislation, grant programs, and strategic planning)
- Regular visits to GDEcD and Atlanta offices of statewide project managers
- Brittany Ivey, SCDA Chairman Brian Akin, SCDA board member Terry Carter, and SCDA board member Chuck Wright completed the Georgia Academy of Economic Development.
- Brittany Ivey was a graduate of the 2015 T-SC Leadership Class
- Involved in and supported various effort to rid the community of litter & blight
- Participated in the City of Toccoa’s Halloween Parade.
- Presented to T-SC Youth Leadership on the roles and activities of SCDA
- Presented to T-SC Adult Leadership on Economic Development and Government Day
- NGTC completed a \$3.2M, 12,000 SF, 8 classroom healthcare wing
- Featured speaker at the Basic Economic Development Course and Georgia Tech
- Had contact with GDEcD, DCA, OGA, GMRC, ARC, EDA, USDA-RD, GEFA, GDOL, USACOE, DNR, EPD, DOR, TCSG, CDC & Prevention, OSHA, GEMA, GSFC, DOE, DOI, SBDC, US-SBA, GDOT, GDPS, UGA, GT, NGTC, TFC, Governor, Lt. Governor, Secretary of State, Speaker of the House, U.S. Senators, Congressmen, Georgia Chamber of Commerce, US Chamber of Commerce, IEDC, and others
- SCDA board room is regularly used by industry and others for training and webinar events.
- Above activities and others resulted in 402 jobs, \$56.4M in new investments, and \$300,000 in grants to the community