Pursuant to notice duly given, the Board of Directors of the Georgia Department of Economic Development met on December 7, 2022 at 2:00 pm, Oxford College of Emory University Phi Gamma Building.

**Attending Board Members**

1. Mulham Shbeib  
2. June Wood  
3. Randy Hatcher  
4. Mat Swift  
5. Dennis Chastain  
6. Jay Neely  
7. Jaclyn Dixon Ford  
8. Eric Johnson  
9. Garnett Johnson  
10. Drew Ellenburg  
11. Scott Blackstock  
12. Mark Bassford  
13. Allen Hodges  
14. Marisa Simpson

Chairman Jay Neely called the GDEcD Board Meeting to order at 2:00 pm. He called for a motion to approve the minutes from the August 22, 2022 minutes. June Wood motioned to approve the minutes and Mark Bassford seconded the motion. The minutes of the August 22, 2022 meeting were unanimously approved.

He introduced Andrew Capezzuto, General Counsel & CAO Georgia Department of Economic Development, to present a resolution - Georgia Department of Transportation (“GDOT”) needs to make certain improvements on the East Atlanta MegaSite for the Rivian project. Randy Hatcher called for a motion to approve the resolution and Chairman Neely seconded the motion. The resolution was unanimously approved and attached to this document.

Chairman Neely called on Laura Gaffney, Oxford College, who welcomed the board to Newton County and to Oxford - the birth place of the original Emory University. Built in 1851, the Phi Gamma building, is the oldest building on campus. In 2018 the building was dedicated to be a conversation spot.

Next, the Chairman called on Commissioner Pat Wilson to present the commissioner’s report.

Commissioner Wilson started by welcoming the Board to Newton County and thanked them for attending. He then thanked Serra Hall, Asher Dozier, and the Newton County Industrial Development Authority for the incredible meeting that they helped put together for us.

He noted that in 2012 when Takeda started in Stanton Springs, there was nothing here. He said that there was a history of manufacturing here and that Newton County has always been prepared. He encouraged the members to take back what they hear from them - their best practices - and share it with their communities. Workforce is vital. We need Georgians with skills to fulfill the promises that we made to the people and those companies that we have located. We meet people all over the world that tell us stories about Georgia. One example was in Europe where I met a waitress who told me that she took a vacation to Atlanta just to go see where the *Vampire Diaries* was filmed. It’s amazing the reach that our film tourism has. We have productions that touch all local areas. We rely on you for advice and support and we thank you.

He encouraged the members to review the Board Book for a more complete briefing.
Council for the Arts

- In September, the Georgia Council for the Arts sponsored the Fox Theatre Institute’s “Georgia Presents” – a new event that will take place every other year to give Georgia artists a chance to be seen and hired by presenters across the South.
  - This inaugural year, over 51 representatives from 26 performing arts organizations across the Southeast came to the RiverCenter for the Performing Arts in Columbus.
  - Over these three days, attendees saw 17 showcase performances, many of whom were Georgia artists.
  - They also attended three professional development sessions, one of which was led by Georgia Council for the Arts, that focused on ways that the arts can be used to address community challenges.
- During FY22, GCA announced grants totaling $2.7 million and serving 3.3 million people in the state.
- GCA grants helped support more than 7,600 jobs in the state.

Center of Innovation

- The Center of Innovation team has had a busy fall with activity in nearly all parts of Georgia.
- The team has had engagement in Kennesaw, Macon, Albany, Statesboro, Metter, Columbus, Rome, Americus, Bainbridge, and Athens – both supporting organizations that help businesses, as well as directly working with companies to help them address their challenges.
- In addition, the team is gearing up for the 2023 Georgia Logistics Summit, to be held on March 8 at the Savannah Convention Center.
  - The Georgia Logistics Summit was the first of its kind hosted by a State, and we hold ourselves to presenting a high-quality event for a critical industry.
  - This year’s Summit will focus on the Port, supply chain visibility, and logistics technology.
  - Speakers will include
    - Jannine Miller, Director of Planning, GDOT;
    - Griff Lynch, Executive Director, Georgia Ports Authority;
    - Chris Gaffney, Principal, ECG Consulting, and retired VP Global Strategic Supply Chain for The Coca-Cola Company;
    - Paul Bingham – Economist, S&P Global Market Intelligence;
    - Rick McDonald – Senior VP, Chief Supply Chain Officer, The Clorox Company, and others
    - Visit GaLogisticsSummit.com to learn more & register.

Film Office

Film Office Director Lee Thomas will give you the bigger picture update from the Film Office next. But, since we’re in Covington, we’ll talk some numbers from just one of the Georgia-lensed productions here
- During Season 2 of “Sweet Magnolia’s” – which included over 145 days of pre-prep and production – Direct Spend totals included:
  - Over $1.2 million in transportation costs, car rentals and services, airfare, and related items
  - Over $1.3 million in wardrobe, set, catering, and props
  - Over $18 million in pay for local hires for cast, crew, security, and more
• Sometimes, (like in the case of “Dukes of Hazzard,” which only shot 5 episodes in Georgia), the
  film tourism is much greater than the direct spend itself
    ○ Tourism in Covington is still ongoing for “Dukes” fans
Global Commerce

As always, for this and all of our divisions, I hope you’ll check in with your Board Book for a more complete picture.

- Kristi Brigman is our new Deputy Commissioner of Global Commerce.
- In November, Governor Kemp announced that we earned the Top State for Business for the 9th year in a row from Area Development!
- We have had our strongest year yet, and we are looking forward to a great 2023.
- Electric mobility projects continue to bring high jobs numbers and investments – along with headlines, and that seed field of opportunity remains a priority for us as we create a supply chain in the U.S. from scratch.
- Some of the team was in Detroit this week for the Auto News Congress, and we are looking forward to a variety of trade shows coming up early in 2023.
- As we look ahead to the future, we are going to continue focusing on ensuring our economy remains diverse. That’s part of what helps us through any economic downturns or uncertainty.
- And while our Department is not solely responsible for workforce, we are certainly working with our sister agencies and other partners – along with our companies – to educate, retain, and attract the workforce of the future here.
- Workforce is a challenge everywhere, and while our Department isn’t the fix-all, we ARE solutions-focused.

International Trade

- Our trade team has been awarded $181,000 in STEP grant funding from the Small Business Administration to spur Georgia exports.
  - This is the 3rd grant the team has received, with all funding going directly to small business exporters to find new customers overseas. The results of this program have been incredible.
  - An initial grant of $162,000 funded 39 companies from 14 counties, and supported more than $10 million in new export sales.
  - A second grant in 2021 funded 24 small businesses from 11 counties, and delivered $7.6 million in new export sales.
- Applications are open for the new grant year, and the team is excited to assist even more companies during this grant cycle.
- I encourage you to share this opportunity with small businesses in your community that are looking at new global opportunities in the New Year. Mary Waters can answer any questions you have about the program.

Marketing, Communications & International Engagement

- We’ve had opportunities to continue promoting our success across diverse industries and EV.
- We’re excited by the Spring and Summer digital campaigns we ran promoting International Trade’s Go Global Georgia grant reimbursement program, and the Center of Innovation’s work.
  - Both of these campaigns targeted small and medium-sized businesses that each of these teams within our department really work with every day.
  - Both campaigns targeted Georgia companies with fewer than 500 employees, and both had strong measurable results.
• You should also be aware that, after nearly 15 years in a variety of roles within our Department and 18 with the State of Georgia, Deputy Commissioner Abby Turano is joining our partners at the Metro Atlanta Chamber, working with them on Public Affairs. Her last day is today, and she'll be taking over there as Vice President, Strategic Communications, Public Affairs — and we want to thank Abby for her service!

• Nico Wijnberg, Chief of Protocol, and Marie Gordon, Communications Director, are both here today representing the division, and we have a motivated creative team who will keep us moving forward.

Tourism/Explore Georgia

• In August, Explore Georgia led a statewide convention marketing presence at the 2022 American Society of Association Executives Annual Meeting & Exposition.
  o The annual event is attended by 5,000 association executives who represent the largest source of meetings and convention business for Georgia destinations.
  o Anchored by Explore Georgia, the trade show booth enhanced Visit Savannah’s significant investment, and made it possible for Athens Convention & Visitors Bureau, Destination Augusta, Visit ColumbusGA, Jekyll Island Authority, and Visit Macon to exhibit at the show for the first time.
  o It also complemented Atlanta Convention & Visitors Bureau’s strong presence at this event, setting the stage for the city to host this convention next August at the Georgia World Congress Center.

• In September, Explore Georgia and its international representatives for German-speaking markets based in Munich joined the Atlanta Convention & Visitors Bureau and Visit Savannah to form a statewide contingent at Brand USA Travel Week U.K. & Europe 2022 in Frankfurt, Germany.
  o Brand USA Travel Week is an international travel trade show that connects U.S. destination marketing organizations with U.K. and European travel buyers and media to drive future visitation to the U.S.
  o The Georgia team met with dozens of travel buyers and media from the U.K. and Europe.
  o Additionally, Deputy Commissioner for Tourism Mark Jaronski, along with 26 destination chief executives, gave briefings at the event’s media forum and met with aviation executives from many of the world’s leading airlines.

We have a busy and exciting 2023 ahead and will continue working with partners to ensure that we can meet this incredible demand for workers.

Next up was Joshua Stephens, Director of Governmental Affairs, GDEcD, to present a Pre-Legislative Update. Joshua reported that elections are now over in Georgia with the exception of the late Speaker’s House district.

• Constitutional officers had a clean sweep with 4 million votes (57%, 7 million people)
• The Senate runoff had 3.5 million voters (50%) with 100,000 votes between
• In the legislature, we will have a new speaker, Lt. Governor, and a lot of new chairmen. We lost a lot of our chairmen so we also lost a lot of institutional knowledge
• The new chairman of the House Appropriations committee will be Matt Hatchett from Dublin
• In the House of Representatives there are 180 members.
  o 44 are new
  o 101 republicans
  o 79 democrats
• In the Senate there are 57 members
  o 10 are new
  o 33 republicans
  o 24 democrats
• Congressional numbers
  o The House has 8 republicans and 6 democrats
  o The Senate has 2 democrats

Legislative priorities during the session
• Industrial tax reforms
• Tax relief

The Chairman called on Lee Thomas, Deputy Commissioner of Film, GDEcD for an update.
I wanted to give you a quick rundown of what’s happening in film. I’ll give a bit of history for the new people.
• In FY07, the direct spend of the film, television and interactive entertainment industries in Georgia was an estimated $135 million.
• In 2008, the Georgia Entertainment Industry Investment Act was passed. Since that time, the industry has grown exponentially – with a direct spend of $4.4 billion in FY22.
• As some as you may remember, for more than 30 years we used a multiplier to generate an economic impact number.
  o Because it had been used for so long, and because we didn’t know what it was comprised of or where it came from, and because there was sometimes debate on whether it was too high or too low, we decided to go with the direct spend number – which is simply the exact amount projects shooting in Georgia report to us as their direct spend.
  o As a comparison, the direct spend of the entire first 35 years of the film office—from 1973 to 2008—was about $1.4 billion in total. In 2022, we had more than tripled that number: $4.4 Billion- IN ONE YEAR
  o But that number doesn’t take into account all of the other impacts that the film tax credit, and the resulting FILM INDUSTRY, has in Georgia, like the film tourism that Commissioner Wilson mentioned, or the promotional value of having projects like Guardians of the Galaxy, Ozark, Stranger Things, or Walking Dead shoot in your state.
  o It also does not take into account all of the companies that have moved into Georgia, expanded in Georgia, or been created in Georgia.
• Because In addition to the growth in the number and size of projects shooting in Georgia, we have also experienced a tremendous growth in the number of tax paying support service companies locating in the State, including sound stages.
• In a minute, we will talk to John Howington, who owns one of those companies, but first I want talk a bit about the stages
• In 2010, we had one existing 45,000 sf stage in Senoa that “The Walking Dead” ended up buying.
• In 2010, EUE/ Screen Gems signed a 50-year lease with the City of Atlanta for the old Lakewood Fairgrounds (incidentally where the old wooden rollercoaster was blown up for the filming of “Smokey and the Bandit 2.”)
• Then Atlanta Film Studios Paulding County – a brand new, purpose-built facility opened in Hiram.
• Next, Mailing Avenue Stageworks, in Grant Park.
• And in 2013, Pinewood Studios announced its first U.S. location in Fayetteville with a multi-phase plan for construction and expansion.
• Then Eagle Rock Studios and Third Rail Studios opened, Tyler Perry Studios expanded, Atlanta Metro Studios, Eastside Stageworks, Blackhall Studios & Areu Bros. came online. Cinelease Three Rings in Covington, who we will hear from on the upcoming panel, followed.
• And every time it seems like the growth of the industry here HAS TO BE COMING TO AN END, it JUST GETS BIGGER!!!!
• Gray TV recently began construction of 29 stages – more than 1 million square feet of space -- on the old GM site in Doraville, and NBC Universal has signed a long term lease to rent and manage the property.
• Electric Owl, a new complex near Avondale Estates offering 300,000 square feet of stage space, opens in early 2023. As does Athena Studios in Athens, with 350,000 square feet of stage and mill space.
• The Savannah College of Arts and Design (SCAD) will soon host the most comprehensive university film studio complex in the nation.
• In June, Dekalb County’s Blackhall Studios became Shadowbox and announced that they were adding an additional 1.7 million square feet (that’s 22 stages) of stage space to their campus.
• Cinelease Three Rings, Trilith Studios (formerly Pinewood), and EUE Screen Gems all have stage space expansions underway.
• At the end of October, BlueStar Studios announced plans to develop the decommissioned Fort Gillem site to create a $180 million, 53-acre campus in Forest Park, hosting 18 sound stages with a total of 600k square feet of production and office space.
• So, Georgia went from having 45,000 square feet of stage space in 2010, to having more than 3 million of purpose built and retrofitted stage space in 2022, and we anticipate than we will have an additional 4 + million square feet of space coming online in the next 2 years.
• These soundstages, and the hundreds of support service companies which have located in the state since the incentive has passed are here because of the level of business we have here—none of these companies are eligible for the incentive.
• However, like Kia, and soon to be Rivian and Hyundai, their presence here attracts other companies to be here.
• Here’s a quick snapshot on ONE of the stages I mentioned: Trilith.
  o 32 stages totaling 653,150 SF (this includes 8 new stages currently under construction)
  o 40 ancillary buildings that include workshops, offices, and vendor warehouse space
  o 35 different local, national, and global companies based at Trilith Studios
  o 277 single family houses built and under contract
  o 57,000 square feet of retail buildings to house over 30 restaurant and retail tenants
  o 60,000 Piedmont Wellness Center facility
  o In 2012 a nonutilized elementary school whose upkeep was a financial liability for the county.
  o In 2022 all of these tax payers and tax paying businesses on farm land.
  o Not to mention the construction costs and subsequent taxes to create this development. And this is now happening, or will happen, at all of these facilities.
• And finally, I want to introduce you to John Howington, of DYE crafty. John’s a Newton county native who works with the film business. He’s here to give you a bit about his background, his company, how his company impacts other companies, and his plans for growth. Please welcome John!
John is a Newton County native who loves film and food. He graduated from Newton County high and then went on to Valdosta State for a film career. He thought it would be fun to work on sets, maybe start a restaurant. His dream was to work on the set of *The Walking Dead*. He now has three trailers – Dry Your Eyes Company – where he contracts local workers and a side hot sauce company. All of this is because of the success of the film industry. He worries about the state’s tax incentive going away. Business is cheaper in Georgia because of the incentives. All of his trailers are built in Georgia.

Next up, Serra P. Hall - Executive Director of Newton County Industrial Development Authority, welcomed the Board and gave an update on Newton County. Although she was born in Columbia, South America, she was adopted by Newton County natives and calls Newton County home. She said that it is an honor to work with the Department. She thanked Oxford for hosting us.

Newton County Numbers
- 115,967 population
- 35 miles east of Atlanta
- The Joint Development Authority consists of these counties
  - Newton
  - Walton
  - Morgan
  - Jasper
- Known as a bedroom community
- 35,000 folks leave every day to work in Atlanta. Our goal is to stop the commute. Live, work, and play in Newton County. If it's good enough to live here, it's good enough to work here.

Serra introduced the panel to speak on Diversity in Economic Development.

**Moderator: Serra P. Hall** - Executive Director of Newton County Industrial Development Authority
**Katie Comer**, Head of Community Development – Meta (Facebook)
**Gabe Khouli**, Communications Lead – Takeda
**Dan Murphy**, CEO – Bridgestone Golf
**Olivia Schmitz**, Manager – Studio Client Relations – Cinelease Studios

**Serra**: Please give a short intro and tell the board your favorite thing about Georgia.

**Olivia**
- Georgia native/resident of Newton County
- Her job is to maximize the client experience
  - make sure things to well
  - facilitate
  - handle
  - concierge
- favorite thing about GA: Lake Chatuge in the Blue Ridge Mountains

**Dan**
- Covington is the world’s best
- Lived and worked here for 18 years
- Three kids who all went to Georgia Tech
Bridgestone makes 4 million dozen golf balls a year
Favorite thing about GA: Augusta National

Katie
- Born in Georgia
- Proud University of Georgia graduate
- The Meta data centers in Stanton connects billions of people and is the backbone of Facebook
- Favorite thing about GA: the diversity our state brings from the mountains, to middle Georgia, to the beaches

Gabe
- 12 years in Georgia
- Takeda (Stanton Springs) is a global pharmaceutical company with their headquarters in Japan
  - They take human plasma that has been donated and separate it for people’s different needs (example: protein)
- Favorite thing about GA: diversity, sports, green space

Serra asked the participants to speak about why they chose Georgia and Newton County

Gabe
- Strong ecosystem – not a lot of manufacturing
- Infrastructure
- Partnerships
- Incentives
- Logistics strength
- Water supply
- Workforce
- Quick Start – the training is the best. It helped to build ecosystem opportunities

Katie
- There is definitely a secret sauce
- Local talent – they love to hire local
  - They love to have a community built out to support them
  - Local schools and partnerships
- They hired local general contractors to work on their shovel ready site
- Wonderful community partners – we want to work together
- How can we help?
- We need to fill gaps and keep local businesses alive

Dan
- Georgia has been their number 1 state for 32 years – since 1989
- Low cost
- Labor
- Universities
- Close to Atlanta
- $3 billion year, 45,000 employees
• Being able to stay open during Covid saved them. It was only because they were in Georgia. Their places in California and Massachusetts had to close during that time. In Georgia, golf could open after 3 weeks. There was a booking demand.

Olivia
• In 2008 there was one employee and 10,000 square feet – now there are 50 employees and 200,000+ square feet
• Three counties
• Aggressive and awesome tax incentives
• Friendly
• Covington’s rich film history precedes us
• Newton is development friendly
• Crews east of Atlanta drive to Fayette – but we are all different. We collaborate.

Serra – where are you headed into 2023 and how can the state help?

Olivia
• Major expansion in 2023
  o From 4 to 14 sound stages
  o 70,000 square feet of office space
  o Vendor space
  o Triple our lot service
  o Expanding our client relations
• The state can help by keeping the tax incentive strong and keeping Georgia on top

Dan
• 2023 will be a big year
• Golf is in a Tiger boom
• Covid boom – staying high
• The state can help by helping us get reliable labor. We need to get creative in finding folks.

Katie
• 2023 – short videos/reels are growing
• Tech always has to be current so that we can service traffic all over
• We will have more capacity – more server space
• In 2018 we broke ground in Stanton Springs with $1 billion in investment
• Mostly high-tech jobs
• In 2-3 years will do server updates
• We have students from the surrounding middle schools come here to do mock work
• The state can help by providing long term sales and use taxes and local talent

Gabe
• Plasma niche – capital investment grows
• Human donor
• In 2016 construction began – in 2018 approval for meds
• Covid slowed us down
• We have the capacity for growth – 60% capacity for growth in 2023. We were master designed for expansion.
• We can add new buildings or equipment – 1.1 million square foot now
• The state can help by keeping the supply chain strong, workforce (they have 1,200 full time employees and over 100 on contract). Help to build the community – career paths continued.

Serra – what are your issues and challenges?

Gabe
• Workforce
• Energy career techs
• Internships
• Workplace learning
• Career aware
• Businesses of all sizes
• Mobility – fabulous. Lots of places to move up to because of the mix of strong business partnerships
• Workforce, housing, schools
• We had to bring some talent outside of the state
• Housing for our workforce

Katie
• Technology changes rapidly
• Technology space/infrastructure
• Partnerships
• Keep our students here
• What technology looks like in 10, 20, 30 years
• Building up community partnerships
• Average data center job pays $129,000 a year
• Small businesses, hotels, restaurants
• We support and invest in long term vitality
• Where are our gaps? How can we fill them?

Dan
• Workforce
• Stop the commute and keep our folks here
• Bring in other populations to fill the gap
• Additional populations – public/private

Olivia
• Housing and retail
• Opportunity for creatives ($84,000 average)
• Commute in/out – keep them here
• Rooms to book
• Places to shop, eat, drink – keep them here longer
Serra – what is your final takeaway?

Olivia
- The film industry is massive economic development for the state
- Tax credit – keep it healthy
- Keep them coming to Georgia because you can’t beat Georgia
- Content creation/post production
- Keep the state that film wants to do business with alive

Dan
- Old line manufacturer – you haven’t forgotten us – thank you
- New companies with growth – we will compete with y’all for folks

Katie
- Amazing community – so special – people coming together
- Thank you for your partnership
- Keep Georgia #1
- Incentives and partnerships are big
- What can we do better so that we are not left behind?

Gabe
- Masterplan for expansion
- Help overcome hurdles that we all have
- Rural teacher training initiatives – state supported – keep on
- Career awareness

Serra
- We are the home of Cheerios – all General Mills cereals are made here in Covington – they have 600 employees
- Bridgestone golf balls are all made here
- Meta – data center
  - 17 in north America
  - 3 in Europe
  - 1 in Singapore

Chairman Neely
- Call to arms to the Board
  - We are the liaison to the department and our communities
  - It is a two-way street – apply resources
- Workforce development
  - Take back
  - Short on filling openings today, not to mention the ones that are coming
  - Fully engage our citizens to get in the workforce
  - Talk about the previously incarcerated
  - Open – not enough people in the recruiting effort
  - What can we do to relocate people?
  - Infrastructure?
Georgia Department of Economic Development
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- Approach getting costs down
- Children and education
- Getting Schools and roads ready for the 10,000 jobs that Hyundai is bringing
- Savannah is the fastest growing port in the country but they have infrastructure needs
  (example: it takes 45 minutes to go 3 miles)

Chairman Neely adjourned the meeting at 4:33 pm.

Respectfully Submitted:

[Signature]
Dennis Chastain
Board Secretary

[Signature]
Jay Neely
Chairman of the Board
RESOLUTION

WHEREAS, the Georgia Department of Transportation ("GDOT") needs to make certain improvements on the East Atlanta MegaSite for the Rivian project ("Project"); and

WHEREAS, pursuant to O.C.G.A. § 50-7-41, the Department is authorized to lease any improved or unimproved land or other property acquired by it under Code Section 50-7-40 to the Authority with the custody to any such land remaining with the Department;

WHEREAS, pursuant to O.C.G.A. § 50-16-42, the Commission has the authority to grant a revocable license agreement or easement for property under the custody and control of any state agency; and

WHEREAS, GDOT, through the State Properties Commission, requires GDEcD to authorize a revocable license agreement, and any subsequent temporary or permanent easement, as required or approved by the Commission, to GDOT so that GDOT can install the necessary road improvements identified on Exhibit “A”; and

WHEREAS, the Department supports authorizing this resolution so as to allow the Commission to grant the revocable license agreement, and any subsequent temporary or permanent easement, as required or approved by the Commission, to GDOT as shown in Exhibit “A”; and

NOW, THEREFORE, BE IT HEREBY RESOLVED THAT THE BOARD OF THE ECONOMIC DEVELOPMENT request that the State Properties Commission authorize the granting of the revocable license agreement, and any subsequent temporary or permanent easement, as required or approved by the Commission, on the Property as shown in Exhibit “A”; and

AND BE IT FURTHER RESOLVED that the Chairman is hereby authorized to do all things necessary and proper to implement the purpose of this resolution.

Adopted this 8th day of December, 2022.

_______________________________________________
Chairman
Georgia Department of Economic Development

Attest:___________________________
Secretary or Assistant Secretary

{Department Seal}
CERTIFICATE

The undersigned hereby certifies that I hold the position of Secretary or Assistant Secretary, as stated below my signature, of the Board of the Georgia Department of Economic Development and that the Resolution a true and correct copy of which is attached to this Certificate was duly adopted by the Board of the Department at and in a public meeting duly scheduled and for which all public notices required by law were given.

Dated: ______________________, 2022.

________________________________

Secretary or Assistant Secretary

{Department Seal}
Exhibit A