



City of Stockbridge Citywide Development Authority

STOCKBRIDGE Development Authority

Ariel Shaw, Chair

Terri Gleaton, Vice Chair

LaKeisha Gantt, Secretary

Gadson Woodall, Treasurer

Monica Jones, Board Member

Kim Mays, Board Member

Ivy D. Sears, Board Member

Vacant, Board Member

Vacant, Board Member

City Manager

**Gerald Sanders, Economic
Development Director**

Vanessa Holiday, Recorder

CITY HALL

LEVI MEETING ROOM

4640 N. HENRY BLVD.

STOCKBRIDGE, GA 30281

Website: www.selectstockbridge.com

Phone: 770-389-7900

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Citywide Development Authority Meeting Agenda February 11, 2025 6:00 PM



Citywide Development Authority (DA) The work of development authorities is crucial for the ability for local government to create a legacy of sustained prosperity and requires strong leadership from board members, staff, and elected officials. The Citywide Development Authority is a (7) seven-member authority consisting of (6) residents of the City and/or business owners and operators preferably with subject-matter expertise such as attorneys, realtors, developers, and zoning experts and (1) member of the Governing Body. The directors shall be taxpayers residing in the county or municipal corporation for which the authority is created, and their successors shall be appointed as provided by the resolution provided for in Code Section 36-62-4



AGENDA

CITYWIDE DEVELOPMENT AUTHORITY MEETING

CITY OF STOCKBRIDGE

TUESDAY, FEBRUARY 11, 2025 6:00 PM

- I. Welcome & Call to Order - Board Chair**
- II. Roll Call - Secretary**
- III. Approval of Agenda**
- IV. Old Business**
 - 1. Review and Approval of January 2025 Minutes
 - 2. 2025 Budget Approval
- V. New Business**
 - 3. Chair Updates - 2025 Calendar, Contract & Resolution (Bond Attorney)
 - 4. Economic Development - Gerald Sanders
 - 5. Finance and Treasurer Updates - Gadson Woodall
 - 6. Broker Updates - Tommy Collins, T. Dallas Smith Co.
- VI. Executive Session to Discuss Real Estate Matters**
- VII. Adjourn**



Citywide Development Authority
Meeting Minutes
Tuesday, January 14, 2025
Stockbridge City Hall Levi Meeting Room 6:00 P.M.

Ariel Shaw, Chair Present	LaKeisha Gantt, Secretary/Councilmember (joined following Roll Call)
Terri Gleaton, Vice-Chair Not Present	Gadson Woodall, Treasurer Present
Kim Mays, Board Member Present	Ivy D. Sears, Board Member Present
Monica Jones, Board Member Present	Vacant – Board Member
Vacant – Board Member	Elle Whigham, Board Attorney Present

Also Present: Vanessa Holiday, City Clerk (Recorder)_
Frederick Gardiner, City Manager
Frank Milazi, City Treasurer
Gerald Sanders, Economic Development Director
Christine Chavis, Economic Development Coordinator
Tommy Collins, Broker, T. Dallas Smith Co.

The Meeting was called to order by Chair Shaw at 6:10 p.m.

Roll Call by Board Member Jones; all members were present except Board Member Gleaton and Councilmember Gantt.

Motion to approve the Agenda was made by Board Member Mays; seconded by Board Member Sears. The motion passed unanimously 5-0.

Motion to approve the October 8, 2024 Meeting Minutes was made by Board Member Woodall; seconded by Board Member Jones. The motion passed unanimously 5-0.



Chair Updates

Chair Shaw noted the Board did not convene a regular scheduled meeting, and instead held a Retreat where valuable information, tools and resources were presented from Financial Advisor, Ed Wall; R. Mark Woodworth of Woodworth Core Hospitality; Bond Attorney, Douglas Selby, Board Attorney, Winston Denmark; and Department of Community Affairs (DCA) Representative Tracie Sanchez.

Board Members, Jones and Mays noted the information was very productive and eye-opening, having a better knowledge of the role of the Board.

Chair Shaw reviewed the 2024 Budget, noting the largest expense was legal fees, followed by advertising and marketing, which included the Broker's Open, and the three-way split for the Amphitheater Concert Series Table between the CDA, DDA and the city's Economic Development Department; noted the Board will need to invest in more signage in the Amphitheater, if renewed.

Chair Shaw referenced the 2025 Budget, noting Professional Fees, and the purchase of Directors Insurance; and wants to work with the city's Economic Development Department on an aggressive marketing campaign, specifically billboards along I-75 north and revamping and updating the Select Stockbridge video.

Ms. Holiday noted the city has a contract with Medial Outdoor Link, and suggested the Board collaborate with the Events and Amphitheater team to avoid duplications of services and fees.

Mr. Sanders noted he has been working with staff to revamp the website and is looking at different customers to promote economic development outside of the Amphitheater patrons.

Mr. Milazi noted the Board should coordinate with staff and not compete, but rather to elevate the economy.

Chair Shaw suggested a joint meeting of the Boards; and recommended the Board host two Broker's Open this year, in the Spring (April) and Fall (September).



Mr. Collins noted T. Dallas Smith members are on the most powerful real estate board in the country, and the exposure could be great for the City of Stockbridge, noting the southside of Atlanta is on the map because of the data centers, housing, and shopping opportunities.

Ms. Holiday noted the Main Street Advisory Board is required to meet annually, and last year a joint meeting was held in April 2024 with the Downtown Development Authority and the City Council for strategic planning.

Economic Development Updates

Mr. Sanders noted he is excited about the potential of the undeveloped land on the southside, noting sponsorships are key; noted conversations are happening with the Henry County Water & Sewer Authority and Georgia Power Co. to make infrastructure upgrades and improvements to prepare for new development opportunities.

Councilwoman Gantt joined the meeting at 6:50 p.m.

Chair Shaw noted the Board needs to decide on the hiring of a Financial Advisor, noting Ed Wall has been working with the Board at no cost.

Attorney Whigham presented a Resolution to the Board to hire Ed Wall of Piper Sandler & Co. for financial services, noting the terms are reasonable.

Motion to approve Resolution 2025-01 to hire Ed Wall of Piper Sandler & Co. as the Board's Financial Advisor was made by Chair Shaw; seconded by Board Member Mays. The motion passed unanimously 6-0.

Chair Shaw referenced the new law effective July 1, 2025 whereas Development Authority board members are required to take 2-3 hours of Continuing Education, and that Legal is looking at the Retreat to be considered as meeting those requirements retroactively.

Mr. Sanders noted the Retreat was a great refresher of information and presented the Board with a Bond Financing Application, noting the Incentives and Project Scope, and recommends the Board adopt the application.



Mr. Sanders introduced himself to the Board and gave an overview of his background.

Treasurer Updates

Mr. Milazi noted the annual \$45,000 payment from the City of Stockbridge to the Citywide Development Authority would be issued by the end of the week, following receipt of the 60% payment due from the Citywide Development Authority to the City of Stockbridge for North Park Trail real estate transaction.

Executive Session

Motion to convene Executive Session for Real Estate was made by Chair Shaw; seconded by Board Member Mays. The motion passed unanimously 6-0.

Motion to adjourn Executive Session and to sign an Executive Session Affidavit with no action was made by Chair Shaw; seconded by Councilwoman Gantt. The motion passed unanimously 6-0.

Motion to reconvene the meeting. was made by Councilwoman Gantt; seconded by Board Member Mays. The motion passed unanimously 6-0.

Motion to adjourn the meeting at 8:12 p.m. was made by Chair Shaw; seconded by Councilwoman Gantt. The motion passed unanimously 6-0.

Minutes recorded by: Vanessa Holiday, City Clerk

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City of Stockbridge Development Authority								
The Authority was organized to develop and promote commerce, industry and general welfare within the City of Stockbridge								
CITYWIDE DEVELOPMENT AUTHORITY		FY 2023	FY 2023	Projected FY 2024	Proposed FY24	FY 2024	Proposed FY25	
2023	2023 Draft Budget	Budget	Actual	Budget	Adjusted	Actual (Reconciled)	Budget	
Account Description								Available
	Advertising & Marketing	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00	\$ 5,000.00	\$ 8,428.00	\$ 15,000.00	\$701,561.74
	Professional Fees & Consultant Fees	\$ 60,000.00	\$ 500.00	\$ 60,000.00	\$ 30,000.00	\$ -	\$ 25,000.00	\$45,000.00
	Legal Fees	\$ 30,000.00	\$ 24,000.00	\$ 25,000.00	\$ 25,000.00	\$ 33,000.00	\$ 36,000.00	
	Liability Insurance	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ -	\$ 1,500.00	
	Public Notices	\$ 500.00		\$ 500.00	\$ 500.00	\$ -	\$ 0.00	
	Printing & Binding	\$ 1,000.00	\$ 500.00	\$ 1,000.00	\$ 1,000.00	\$ 544.26	\$ 1,000.00	
	Travel	\$ 2,500.00		\$ 2,500.00	\$ 2,500.00	\$ 1,000.00	\$ 1,000.00	
	Dues & Fees	\$ 3,000.00		\$ 3,000.00	\$ 3,000.00	\$ -	\$ 1,500.00	
	Board Education & Training	\$ 4,000.00	\$ 1,500.00	\$ 4,000.00	\$ 3,000.00	\$ 7,000.00	\$ 4,000.00	
	Office Supplies	\$ 300.00	\$ 250.00	\$ 300.00	\$ 300.00	\$ -	\$ 1,500.00	
	Postal				\$ -	\$ 182.00	\$ 182.00	
	Miscellaneous Expense	\$ 1,000.00	\$ 250.00	\$ 1,000.00	\$ 1,000.00	\$ 250.00	\$ 1,000.00	
	Bond Issue and Debt Service	\$ -	\$ -	\$ -	\$ -	\$ -		
	Hospitality	\$ 2,500.00	\$ 1,500.00	\$ 2,500.00	\$ 2,500.00	\$ 1,002.51	\$ 2,500.00	
	Façade Grant	\$ 25,000.00		\$ 25,000.00	\$ 25,000.00	\$ -	\$ 25,000.00	
		146,300.00	45,000.00	141,300.00	100,300.00	51,406.77	115,182.00	746,561.74



Stockbridge Citywide Development Authority PROPOSED CALENDAR 2025 DATES

Q1

- EGGS AND ISSUES – GEORGIA CHAMBER OF COMMERCE – JANUARY 14, 2025
- BROKER IN-HOUSE MEETING- FEBRUARY 6, 2025
- CCC – FEBRUARY 6, 2025
- SOUTH METRO DEVELOPMENT CONFERENCE- FEBRUARY 19, 2025
- DEVELOPMENT TRAINING- Feb 26-27, 2025

Q2

- MARCH 10, 2025- GEDA LUNCHEON
- APRIL 2025- SPRING BROKERS OPEN
- ICSC- LAS VEGAS, NV – MAY 18-20, 2025
- APR/MAY 2025- STATE OF HENRY COUNTY SPONSORSHIP AND ATTENDANCE
- DEVELOPMENT TRAINING- Apr 30-May 1, 2025
- DEVELOPMENT TRAINING- June 25-26, 2025

Q3

- DEVELOPMENT TRAINING- August 13-14, 2025
- SEPTEMBER 2025- GEDA CONFERENCE

Q4

- OCTOBER 2025- FALL BROKERS OPEN
- OCTOBER – FOUR Pillars, Council for Quality Growth