

**AGENDA FOR MEETING OF THE
CITY OF SANDY SPRINGS DEVELOPMENT AUTHORITY**

Board Room 2
7840 Roswell Rd, Building 500
Sandy Springs, GA 30350

Thursday, March 8, 2018
8:30 A.M.

- 1. DA18-008 Call to Order**
- 2. DA18-009 Roll Call**
- 3. DA18-010 Approval of the Meeting agenda**
- 4. DA18-011 Approval of Minutes from Meeting held January 11, 2018**

New Business

- 5. DA18-012 Budget Amendment for the Development Authority Operating Budget (Presented by Karen Ellis, Finance Director)**
- 6. DA18-013 Sandy Springs Innovation Center Update (Presented by Dan Giannini, Sandy Springs Perimeter Chamber Board Member)**
- 7. DA18-014 Sandy Springs Foundation Update**
- 8. DA18-015 Adjournment**

City of Sandy Springs Development Authority Meeting was held at Sandy Springs City Hall, 7840 Roswell Road, Building 500, Sandy Springs, Georgia, 30350, on January 11, 2018, at 8:30 a.m.

I. DA18-001 Call to Order

Chairperson Chip Collins called the meeting to order at 8:38 a.m.

II. DA18-002 Roll Call

Authority Members Present: Chip Collins, Gabriel Sterling, Jennifer Steele, Jimmy Glenn, Joe Houseman, and Jim Squire.

Staff and Representatives Present: City Attorney Dan Lee, Director of Economic Development Andrea Worthy, Assistant City Clerk Kelly Bogner, and Bond Counsel Jim Woodward.

III. DA18-003 Approval of the Meeting agenda

Motion and Vote: Authority Member Squire moved to approve the January 11, 2018 Meeting agenda. Authority Member Steele seconded the motion. The motion carried unanimously.

IV. DA18-004 Approval of Minutes from Meeting held September 14, 2017

Motion and Vote: Authority Member Steele moved to approve the September 14, 2017, Sandy Springs Development Authority meeting minutes. Authority Member Squire seconded the motion. The motion carried unanimously.

Chairman Chip Collins mentioned the passing of our dear friend Carla Sweetwood in December 2017. She did great things for the City and was always such a sweet, pleasant person. She will be dearly missed.

V. DA18-005 New Business

a. Election of Chairperson and Vice Chairperson

Motion and Vote: Authority Member Squire nominated Chip Collins as the Chairperson. Authority Member Sterling seconded the motion. The motion carried unanimously.

Motion and Vote: Authority Member Steele nominated Gabriel Sterling as the Vice Chair. Authority Member Houseman seconded the motion. The motion carried unanimously.

Motion and Vote: Authority Member Sterling nominated Jennifer Steele as the Secretary/Treasurer. Authority Member Squire seconded the motion. The motion carried unanimously.

VI. DA18-006 Other Business

a. Economic Development update

Director of Economic Development Andrea Worthy gave the Economic Development Update PowerPoint presentation.

1 **Authority Member Gabriel Sterling** stated the City partners with the Georgia Metro Chamber and
2 focuses on regional headquarter businesses.

3
4 **Authority Member Jim Squire** asked what the average annual median income is for Sandy Springs
5 residents.

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7 Director of Economic Development Worthy stated that number is around \$54,000.

8
9 City Attorney Dan Lee arrived at 8:59 a.m.

10
11 Authority Member Sterling stated the funds being used towards the PAC used to go towards the Georgia
12 World Congress Center.

13
14 **Authority Member Joe Houseman** asked what the approximate budget is for the PAC.

15
16 Director of Economic Development Worthy stated about \$5.5 million is collected in room taxes. Visit
17 Sandy Springs spends about \$1.7 million on an annual basis.

18
19 **Chairman Chip Collins** asked if this presentation can be circulated to the Authority members.

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21 Director of Economic Development Worthy gave the members a statistics booklet, which she hands out to
22 companies possibly looking to move to Sandy Springs.

23
24 Chairman Collins thanked Authority Member Sterling for his six years of service. Member Sterling
25 worked as hard as anyone has worked on City Council and was the most engaged in economic
26 development issues, such as the Gateway development, Mercedes-Benz project, and many others. The
27 Authority has spent money on a donation to the PAC and the Sandy Springs Foundation. The Foundation
28 has a major donor, Ken Byers, who donated \$2.5 million, and his name will be on the building. There is
29 currently a transition from the fundraising company that did not meet its goals. The Foundation is going a
30 different direction with a new company.

31
32 **Authority Member Jimmy Glenn** asked if the Authority contributed \$75,000 towards this person's
33 salary.

34
35 Chairman Collins stated the amount donated was \$50,000.

36
37 Authority Member Glenn asked if this individual no longer works for the Foundation.

38
39 **City Attorney Dan Lee** stated the contractor had a contract with the Foundation and one person was the
40 "face" of the company. All money that has been contributed went towards the payment of that contract.
41 The contract did not work out. Some items completed by that company with the Authority money and
42 other money can be built upon. The new contract will include a new Executive Director, which will be
43 funded through the Foundation.

44
45 Chairman Collins stated there was no illicit activity. This was like any other contract. The Foundation
46 had benchmarks and had the ability to terminate the contract. The efforts of the Foundation are ongoing
47 and have had good results.

48
49 Authority Member Glenn asked if the Authority can have more details regarding the allocation of the
50 funds.

51

Chairman Collins stated some of the Authority's grant money is required to go towards a specific program.

Director of Economic Development Worthy suggested that at the March meeting there be an update from the Innovation Center.

City Attorney Lee stated the Foundation was structured to be subject to the open records laws. What is going on administratively with the employee search may not be open right now, but the results, and any actions the Foundation takes, will be revealed to all.

Authority Member Glenn stated he is not trying to get the information in advance. He just thinks the Authority should be aware of what is going on.

Chairman Collins stated he agrees. The Authority also gave a grant to the Innovation Center. He is the Chairman of the Sandy Springs Perimeter Chamber. One of the priorities of the Chamber is that the Innovation Center has to be a success. It will succeed this year and we have taken a great step towards this. Dan Giannini will be working with the Chamber. The Perimeter Chamber is forming a standing advisory committee for the Innovation Center. He shared some ideas from Mr. Giannini who stated, we do not want the Innovation Center to be just another office sharing space. There are other businesses in the area doing that and the spaces are fancier, but our Center will not compete with them. We do not want to be just an incubator. There is Georgia Tech and Comcast who are creating something similar at The Battery. He wants to rebrand the Center to "Sandy Springs Connects". The concept of it will be an economic development center. The objective will be to bring together all the city, county, and State resources in one place. An example would be if you have a business and want to be located in Sandy Springs, but no clue how to start the business. The Innovation Center will be the resource to get in touch with Director of Economic Development Worthy and also the connection with the Chamber. The Center will have a business element to address the needs of existing and startup businesses. An example would be a mentor, employment bank, and an entrepreneur starter kit for new business creation. This will also be for short term startup space. This will help people with limited resources who have great ideas. An education element is to establish a training center for sponsors to host seminars on current topics. Kennesaw State is going to have an MBA program in Sandy Springs and they want it to operate at City Springs. This is great direction and there will be a committee that helps Mr. Giannini. He wants to make sure the Center is being used for Sandy Springs business and that people are benefiting from it. By this time next year, the Center will be very successful.

Bond Counsel Jim Woodward stated this is the first year receiving payments for the Gateway project.

Chairman Collins stated the next Authority meeting will be in March.

VII. DA18-007 Adjournment

Motion and Vote: Authority Member Sterling moved to adjourn the meeting. Authority Member Steele seconded the motion. The motion carried unanimously. The meeting adjourned at 9:25 a.m.

Date Approved: March 8, 2018

Chip Collins, Chairman

Michael Casey, City Clerk



SANDY SPRINGS

GEORGIA

To: Chip Collins, Chairman

From: Karen Ellis, Finance Director

Date: February 28 for Submission onto the March 8, 2018 Board Meeting

Subject: Budget Amendment to the Development Authority Operating Budget

Background:

When a budget is adopted, it supports assumptions at that certain point in time. As the fiscal year progresses, variances may arise between what was budgeted to be received or expended and what has actually been received or expended. This amendment will provide for recordation of the annual abatement contract payments pursuant to the MOU between the Authority, the City, Sandy Springs Gateway Owners LLC and JLB Chastain LLC for the Windsor Parkway capital project. Pursuant to the agreement, the payments the Development Authority anticipates to receive are due to the City for payment towards its Georgia Transportation Infrastructure Bank (GTIB) loan for the project. The initial loan amount was for \$2.75 million.

Discussion:

Because budgeting is not an exact science, this amendment is necessary to create a more accurate presentation of the annual budget. Large variances must be explained to both external auditors and the State Department of Audits. Staff recommends increasing Revenues and Transfers Out by \$322,081.

Recommendation:

Amendments of this type are routinely made to adjust for actual outcomes and Staff is recommending approval of the proposed amendment.