

“We must be an agitator of everything,” asserts Francis Lott, Douglas businessman

**T**he most effective executives use a collection of leadership styles - authoritative, coaching, democratic - each in the right measure, at the right time.

*Harvard Business Review*

**Sylvester** - Bill Boone, local economic developer believes the city is poised for growth as he, city manager Jim Dinley, and mayor Bill Yearta oversee the development of a strategic five year plan. New-hire Dinley is the community's first city manager.

**Quitman** - Launched leadership retreats with 18 community representatives. Among the goals, are plans to implement a Brooks County Leadership Program and build a team to identify funds for an industrial park. MEAG Power staff assisted Fred Lamb, chamber director, with the strategic planning.

**Douglas** - Nine task forces make up the "Vision" initiative in Douglas-Coffee County designed to develop a strategic 10 year economic development plan. Chairperson Francis Lott stresses the nature of the business dictates long-term thinking. Douglas also developed a think tank, the chamber chairman council, comprised of current and past chamber chairpersons who meet every other month to champion ideas and move them forward.

**Joint Development Authority (Baker, Terrell, Lee and Dougherty)** developed an

Ag/Eco Tourism project to develop outdoor adventures in their counties. The Resource Conservation & Development, Inc, a non-profit arm of USDA, would provide marketing and training for guides and/or outfitters for outdoor adventures in quail hunting, fishing, camping within their counties. Requested \$500,000 from OneGeorgia funds.

**Albany** - Along with its long-standing leadership programs for Albany and Dougherty County, the chamber nurtures a leadership program for high school students named Generation Success.

**Adel** - Launched a new authority specific for economic development. The authority is Cook County Economic Development Commission.

**Fitzgerald** - Leaders in the city, Ben Hill and Irwin counties and the East Central Technical College, are building a 210-acre Millennium Technology Pointe Park which literally traverses both counties and sits adjacent to the college. The park targets technology- focused industries and the resources of the school for workforce training. John Flythe, local economic developer, reports the project has received \$2 million in grant dollars and the governor's office has committed \$10 million to its completion.

**Thomasville** - Thomasville Team 2000 is a private/ public partnership that provides seed money for economic development projects. It is a way for the community at large to participate in civic improvements.

**“In community after community, a common denominator for success is vibrant leadership.”**

Spencer Mueller  
Department of Community Affairs (DCA)

## Leadership



“A major task for the sales team is making sure a prospective investor is comfortable that community support for his project will be strong and ongoing. Critical decisions by community leaders have to be made in the negotiation process.”

Charlie Gatlin  
Deputy Commissioner  
Economic Development Division  
Georgia Department of Industry,  
Trade and Tourism



## Downtown

Healthy downtowns are key to economic development success. National statistics report that on the average for every \$1 spent downtown \$39.22 is generated in the community. The two programs that foster those efforts are Main Street for larger communities and Better Hometown for smaller locales. Eleven south Georgia towns are Main Street cities with **Thomasville** having the sole distinction as one of the five winners of the National Main Street Award.

As of January, **Camilla and Pelham** are the latest cities to be designated Better HomeTown Communities. Twenty-four cities in South Georgia are Better Hometown members. According to Georgia Better Hometown, a Department of Community Affairs program, net new downtown businesses number 130 statewide in 2001. Visit [www.dca.state.ga.us](http://www.dca.state.ga.us).

With community input, resources from the University of Georgia and commitment from the Downtown Development Authority, Camilla anticipates building improvements, new streetscapes and new downtown commerce. Rhonda Bass is the new program manager.

J-M Manufacturing in Adel is the largest producer of PVC pipe in the world.

CallTech Communications LLC announces 166 jobs in Albany.

## Existing Industry

**Interwrap** located in Industrial Park North in Sylvester got an economic boost from DCA incentive funds for \$250,000 for its expansion project. Interwrap a manufacturer of plastic and paper products, is growing from eight employees to 40, and from 20,000 to 90,000 square feet. Andy Yarn and Mitch Griggs of the DCA were instrumental in assisting the project.

**Cordele/Crisp County** - Georgia Ductile, the brain child of entrepreneur George Mathews, expects to expand its current operations with three additional furnaces and mold lines. The one-year old manufacturing facility casts parts for brake systems for the automotive industry. The organization anticipates growing from 160 employees to 375. This company is a beneficiary of the 1999 federal empowerment zone tax-free credit incentives. Robert Wood of Georgia Industry Trade and Tourism was senior project manager on the initial project.



Georgia Ductile uses molten iron to make automotive parts.

**Cairo** - Three recent expansions defy recession. McTavish Furniture, manufacturer of office furniture, added 100,000 square feet to an existing 200,000 and will add 80 new jobs. Seminole Marine, producer of recreational boats, doubled the size of their building and created 45 new jobs. Pioneer Hi-Bred International, a past recipient of a MEAG Power lease finance program for building renovations, added new research staff and technicians at the crop research station.

## Infrastructure

**The South Georgia Governmental Services Authority** comprised of Thomasville, Cairo, Camilla and Moultrie are completing the final construction of the fiber optic infrastructure. There is approximately 60 miles of common facilities and over 500 miles of infrastructure completed

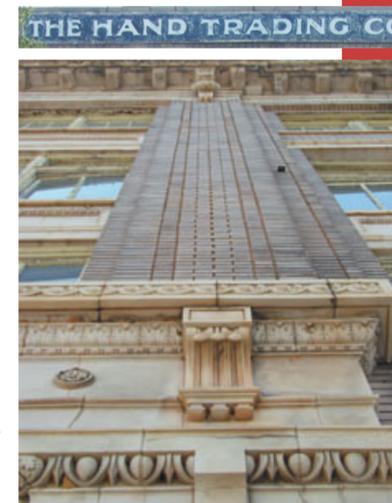


within the four cities. The technology provides high-speed Internet service for commercial customers and advanced networking for high-speed data transfer and distance learning for educational institutions. For residential customers, the authority also markets a common cable television and high-speed Internet brand, CNS. Over 100,000 citizens enjoy the economic and social benefits of city-owned technology.

**Douglas** - One of the first initiatives tackled by the Vision task force was transportation enhancement. \$34 million of a five-year special purpose local optionsales tax was earmarked for road construction and repair, including Georgia Highway 32 and roads throughout the county.

**Sylvester** - A rail spur in support of L&S Plastics in Industrial Park West II received a EIP grant from Department of Community Affairs.

In 1916, the 100,000 square foot Hand Trading Co. was a regional retail center.



Five staff members are: Don Sims, Thomasville Darrell Moore, Moultrie Marilyn Royal, Camilla Fred Lamb, Quitman Rick McCaskill, Cairo

**“In today's market, we think regionally and when we do score we all benefit,”** reports Don Sims chair of the 15-person five-county Joint Development Authority of Brooks, Colquitt, Grady, Mitchell and Thomas counties. **“Plus, when we ante up local dollars we tell the state we're viable and committed to the project.”**

- A snapshot of success.**
1. Garner local seed money plus grants of over \$1,000,000
  2. Receive \$3.5 million from OneGeorgia funds, DCA and U.S. Dept. of Commerce
  3. Purchase Sunnyland facility in Thomasville and the Premium Pork building in Moultrie
  4. In 7 months, National Farmland Beef located in Moultrie with 300 plus employees.
  5. Affinity Foods, Marco Seafood, and the Bailey Group are in the Sunnyland facility and they project employment to exceed 250 in the next two years.

Next? **“Class A”** office space in the The Hand Trading Company.

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## Special Focus Regionalism

Quality of Life

# Buildings and Parks

 Community Reminder:  
Please report available buildings to Georgia Department of Industry, Trade and Tourism to be included in all databases including the state website, [georgiainfosource.com](http://georgiainfosource.com). The site receives approximately 50 hits weekly.



**Fitzgerald -**  
Interstate Warehouse Services Building located on 176 Rip Wiley Road. 210,000 square feet, with ceiling height of 28-30 feet. Contact John Flythe at 229.423.0162 for more information.



**Moultrie -** Former Ball Container Building located in Moultrie on Highway 319 south. 158,000 square feet, 34-40 foot eave height. Contact Darrell Moore, 229.890.1983 for more information.

## Parks

**Albany -** Chamber president, Tim Martin, reports Albany is in the process of SITE (site identification and technical evaluation) for a third industrial park. This park would be niche park, looking specifically for warehousing and distribution prospects.

**Moultrie** is in the site selection phase for a new industrial park. Darrell Moore, director of the development authority, anticipates \$5,000,000 from the SPLOST toward the park.

**Douglas** is planning a “non-traditional” 60 acre technology park.

## Make A Note

- Georgia Academy for Economic Development starts in August. Looking for participants from regions 1,2,8,9,10 and 12. Contact Spencer Mueller, 229.724.2075 or Julianne Hudson, 229.724.2077.

- Training for Development Authority Board Members- April 5-6, University of Georgia Office of Economic Development Assistance, Athens, GA. For information, call Mac Brown, 1.706.583.8284.

- Fundamentals of Economic Development covers the how-to’s of developing an economic development program - April 23, GREDC at East Georgia College in Swainsboro. Call Jack Bareford at 478.289.2099 for information.

MEAG Power  
Economic Development  
245 Peachtree Center Ave.  
Suite 2205, Marquis Tower One  
Atlanta, Georgia 30303

For an electronic copy of this newsletter contact [cberry@meagpower.org](mailto:cberry@meagpower.org).

## Contacts



Walter West Director of Marketing	770.563.1250 <a href="mailto:wwest@meagpower.org">wwest@meagpower.org</a>
Daryl Ingram Manager of Business Development	770.563.0321 <a href="mailto:dingram@meagpower.org">dingram@meagpower.org</a>
Michelle Cooper Economic Development Project Manager	770.563.0435 <a href="mailto:mcooper@meagpower.org">mcooper@meagpower.org</a>
Cindy Berry Sr. Administrative Assistant	770.661.2876 <a href="mailto:cberry@meagpower.org">cberry@meagpower.org</a>

Location Georgia, a service of MEAG Power, offers site selection services for the state of Georgia. We also provide the communities economic development support in aerial photography services, advertising support, strategic planning facilitation and an economic development lease finance program for buildings, parks, infrastructure and downtown. *MEAG Power is a charter member of Georgia Allies, a statewide economic development marketing alliance of utilities, financial institutions and private business.*

## Location GEORGIA



## Executive Brief

News From Economic Development of MEAG Power  
245 Peachtree Center Ave.  
Marquis Tower One  
Suite 2205  
Atlanta, Georgia  
770-661-2876  
[locationgeorgia.com](http://locationgeorgia.com)

Volume I, Issue I



Southern Region

Leadership

Existing Industry

Downtown

Quality of Life

Education

Infrastructure

Labor

Land

Buildings

# First Quarter

## What's Hot

Welcome to the first issue of *Executive Brief*, a quarterly newsletter highlighting the activities, trends and successes in Georgia communities. This issue features South Georgia.

If there is one thing obvious about the communities in the southern portion of the state it is strategic collaboration - city with county, county to county, and development authority with development authority. And each initiative demonstrates resourcefulness in funding whether it is a citizen approved special purpose sales tax, local dollars or grants from state and federal sources. From the private-public partnerships in Crisp County, to Millennium Technology Pointe in Fitzgerald/Irwin County, to the South Georgia Governmental Services Authority of Thomasville, Cairo, Camilla and Moultrie,

communities are working together.

And despite a slowing economy, companies are coming to Georgia. In the South alone, National Beef, a subsidiary of North America’s largest farmer-owned cooperative, moved to Moultrie and Albany announced a new 24/7 call center in March. Economic leaders in Georgia are proving partnerships work.

Enjoy the newsletter; share it with a colleague or if you prefer request an electronic version. We welcome your suggestions to make this your best source for economic development news.

Daryl Ingram  
Business Development Manager

name  
address

meter