



electric cities of georgia



GA's Energy Cities At Work

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### Question & Answer With DCA Commissioner Camila Knowles

Second Quarter

2015

Q2 website

check out Adel/Cook County's home page infographic

[www.cookcountyedc.com](http://www.cookcountyedc.com)

#### 1. What is the heart of what DCA does for GA communities?

DCA's main objective is to help communities across Georgia achieve their visions for their future. Sometimes we do this by providing technical assistance from our Office of Planning and Environmental Management or our Downtown Development Office. Sometimes we offer financing assistance on an infrastructure need. And sometimes we work closely with communities on their housing needs. At the end of the day, we partner with communities to create the quality of life they desire for their citizens.



#### 2. What is your vision for DCA in support of Governor Deal's top priority of job creation?

We are proud to do our part in supporting this effort in several ways. The work we do with communities to prepare them for economic development leads to job creation, and we support small business creation in our downtowns.

Likewise, we are able to encourage

job creation through our housing development programs. Many folks don't realize that the low-to-moderate income housing that is being developed in Georgia today is privately funded and privately maintained. The state's role is to provide tax credits to those who develop them. The benefit to communities, in addition to the provision of safe and affordable housing for their citizens, is the jobs they create for those to construct and then operate the housing developments.

Finally, we leverage federal resources to provide incentives for communities facing the highest unemployment rate, lowest per capita income, and highest percentage of residents whose incomes

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Camila Knowles  
Commissioner  
Dept. Community Affairs



# May 12-13 Bus Tour

## ECG & MEAG Power

# ED Resources

## maps, tools, research

### Calhoun-Gordon County plays host to regional commerce events



- 6 cities
- two days
- hot topics
- informed experts
- city hospitality
- sales opportunity



### X Marks the Spot - Make it Visual

A Geographic Information System (GIS) is an extremely helpful tool when marketing your properties and parcels. Using GIS, you can represent industrial park boundaries, locations of electric, sewer, water lines and more. ECG GIS Analyst, Rob Newton, can create a map that someone in Timbuktu can interpret to its precise geographical position.

That precision can only happen when maps are created using a real world coordinate system rather than a local coordinate system. Most commonly for Georgia that is the State Plane system, which splits the state into two zones – West and East. A local coordinate system, although it works in a similar way, is not functional across all mapping platforms. Bottom line, Timbuktu won't be able to use it.

It's an easy fix on the front end and your prospects will thank you. Just ask us how to communicate your mapping needs to your local landowners, developers, surveyors, and engineers, contact Rob at 770.563.0028 or [newton@locationgeorgia.com](mailto:newton@locationgeorgia.com).

## Transportation

### TSPLOST Working in Crisp County

"A chief concern for the citizen review committee for the River Valley Region was could we deliver the projects we promised our citizens and could we do it on time," explains Jerry Carney, chairman of the Transportation Special Purpose Local Option Sales Tax (TSPLOST) Citizen's Review Panel.

"I am pleased to say we are on track. GDOT Mike Dover has met our expectations to date."

Crisp County receives an approximate extra \$75,000 a month because citizens voted for the TSPLOST. The county plans to widen critical routes to its inland port, U.S. Highway 280 and the bridge over Lake Blackshear.

Check out the TSPLOST revisions passed in the 2015 legislative session.

trade around the globe

Georgia companies export to 211 countries

Georgia USA

### Solar Energy Option

Legislation that became effective July 1st may make it easier for your customers to launch a solar energy project. In anticipation of demand, cities are passing ordinances and developing rates. Check out ECG tools that help Georgians assess the possibility for solar. [www.lsSolarRightforYou.com](http://www.lsSolarRightforYou.com)

A leading industry supplier is in an ECG community. Suniva, the Georgia-grown manufacturer of high-efficiency monocrystalline silicon solar cells and high-power density solar modules, is headquartered in Norcross.

## Workforce

Three communities are taking a new approach to launch a regional College & Career Academy. The ECG cities of Jackson and Griffin have joined Zebulon and their counties (Butts, Spalding and Pike) to address workforce needs and challenges.

"We have found we have a shortage of welders. Our next generation of skilled labor is our greatest need," explains Laura Hale, Executive Director, Butts County Development Authority.

If a student successfully completes a program of study, they can graduate high school with a 2-year degree, or a license for a trade, at no cost through the Griffin Regional College & Career Academy.

**Kudos to Ellaville's Schley Middle High School as a bronze medal winner in U.S. News' rankings of Best High Schools. Of the Georgia schools, 19 were awarded gold medals, 45 earned silver and 69 received Bronze for performance on state exams.**

### Need Research?

Need an economic impact analysis, labor market study or target analysis? ECG Research Analyst Selma Dogic can help. Selma conducts custom research for both community development and specific project needs. Also take a look at research options with Georgia Tech's Economic Development Research Program (EDRP) [www.innovate.gatech.edu](http://www.innovate.gatech.edu).

"Our research project helped Cairo/Grady County analyze the economic value of its motorcross facilities. The numbers were enlightening for some stakeholders," explains Chadd Mathis of the local development authority. Contact Selma at 770.661.2806 or [sdogic@locationgeorgia.com](mailto:sdogic@locationgeorgia.com).



# Dance with the one that brought you

a community's existing industry

Whether or not your community has a formal existing industry program, ECG communities know the value of creating an environment to promote innovation and local business growth. The prosperity of existing industries leads to an increase in jobs, capital investment, and improved economy.

## Expansions of Existing Georgia Companies

- 69% (\$2.27 billion) of total investment
- 63% of total job creation (13,305)

source: GDEcD, for fiscal year as of March 31, 2015

The numbers prove it time and again, it makes economic sense to...

*Stay with the one that wants you*

*The one who's gonna love you when all of the others go home...*

*Dance with the one that brought you and you can't go wrong.*

Shania Twain

## Innovation in a Nutshell

### Mars Chocolate North America, Albany

When you have a billion dollar brand in the marketplace, you look for ways to sustain your competitive edge. Such is the case for M&Ms and Snickers.

"Peanuts already have good oil chemistry, but the high oleic acid qualities of certain varieties improve the benefits of the peanut in a quantum leap," explains Anne-Marie Delorenzo, of Mars Chocolate of North America.

- High oleic acid peanut varieties have 80 percent oleic fatty acid, compared to the 70 percent in olive oil, already known for its health benefit, and 50 percent in regular peanuts.
- The high oleic acid peanut is far less likely to become rancid, ensuring a consistent flavorful taste.
- It is drought resistant and derived solely from conventional breeding practices; the nut is not genetically modified.

Lorenzo is actively working with Georgia farmers to reach a 2017 goal for all Mars Chocolate candy to include this improved legume. The facility recently celebrated its 50th year in operation in Albany.

## Choose me Once, Choose me Twice

### Trojan Battery Company, Sandersville

Trojan Battery Company is once again making batteries in Sandersville. The company has employed 157 people with plans for another 100 plus to make both deep cycle flooded and deep cycle AGM batteries.

Despite a business downturn and plant closing in 2011, Trojan leadership remained committed to the community. In 2015 it returned operation to its Sandersville manufacturing plant.

Trojan's deep-cycle batteries are used by customers in a variety of markets for a wide range of applications including renewable energy, golf cars, utility vehicles, aerial work platform and lift access, floor scrubber and sweeper, transportation and recreation. Twenty to 30 percent of the Sandersville Trojan Battery product is exported to world markets.

With more than 85 years of battery manufacturing experience, Trojan is in its third generation of family leadership.

Trojan Battery was first sited in Sandersville in 2006 as a manufacturing plant and a year later as a test lab facility.

**"Our partnerships with each of Georgia's 159 counties remain critical to the mission of supporting existing industry."**

Michelle Shaw, GDEcD, Assistant Director, Existing Industry

## A Summit for You

April 13-15, 2016

Westin Hotel, Jekyll Island



The Economic Development Summit that you loved is once again chocked full of ideas, great networking moments and the best time away from the office you can experience. Join us.



# New Announcements

timber industry



The recovery of the nation's housing market, both new construction and remodeling, is driving an increase in production of and demand for lumber and wood products. ECG communities have seen related job announcements in recent months.

Choice Wood, Inc., a wood processing and manufacturing start-up, will create 50 jobs and invest \$1.2 million into a new operation in Fitzgerald. The company will supply processed wood bundles to major retailers in the Southeast from a 200,000 square-foot facility. Choice Wood partners with EnviroLog, the largest waxed cardboard recycler in North America and the third largest producer of manufactured fire logs in the U.S., to serve as the distributor for Choice Wood products.

## Georgia ranks first in commercial timberland

Caterpillar Forest Products in February announced an expansion of its Caterpillar Forest Products facility in LaGrange, creating 50 jobs and a \$25 million investment in the facility. Caterpillar manufactures the machines that are used in mill yards, reforestation and machines that harvest, extract and load lumber. Caterpillar's Forest Products business unit has been operating in LaGrange for about 20 years.

"We are excited about our growth opportunities in LaGrange and a large part of that is due to our world class team who design and build forestry products that are shipped globally," said Kevin Thieneman, general manager.

Thompson & Thwaite LLC, a green forest products company, will locate its wide plank floor manufacturing plant in Monticello, creating more than 20 jobs over the next few years. The new Jasper County facility will manufacture premium hardwood wide plank flooring with the latest computer and laser operated machinery, enabling the company to produce more than two million square feet of hardwood flooring each year.

## East Point Forum

A Saturday for Business Development

On a Saturday morning in April, Maceo Rogers, East Point Director of Economic Development, brought together buyers and sellers interested in development projects in his community. Thirty attendees heard from a panel of real estate development experts on their approaches to selecting projects as well as their vision for growth in downtown East Point. Rogers displayed maps, photography and infrastructure details on available commercial real estate opportunities in the community.

Outcome? A builder has an eye on a \$10 million mixed use, residential and commercial project in downtown East Point.



### Fostering Georgia Growth

The Economic & Community Development team is a liaison between growing companies and the ideal community that can meet their needs.

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# Product Watch

available land & buildings

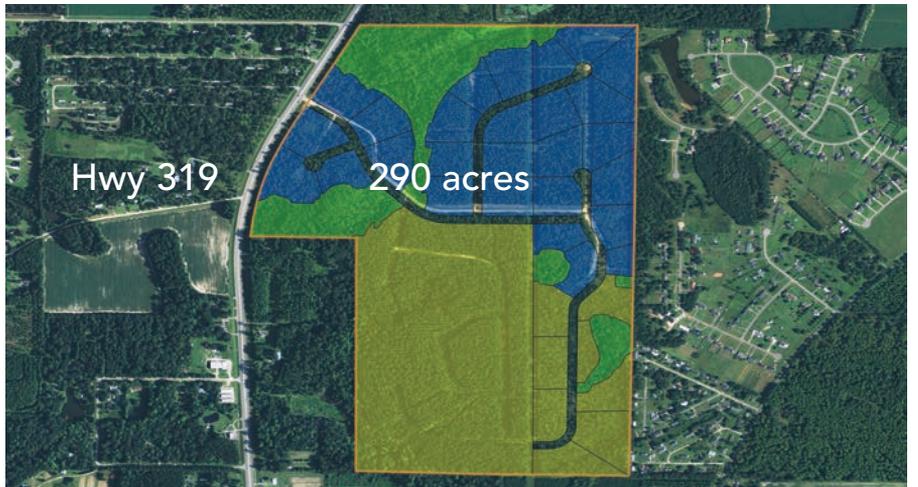
## College Park/Fulton County acreage available

The Master Land Property offers more than 170 available acres for corporate office or headquarters space – located within the city limits and minutes from Hartsfield-Jackson Airport and major interstates. The entire parcel is within College Park’s tax allocation district (TAD) – allowing the city to provide financial assistance to capital projects.



## Thomasville/Thomas County Red Hills Business Park

- Located on Hwy 319 North, 45 minutes from I-75 and I-10
- 290 acres, 35 potential sites
- Site will be GRAD ready certified on completion of the park in 2016
- Check out the video on website [www.developthomas.com](http://www.developthomas.com)



## ECG Selfie

Washington/Wilkes County



Tiffany Rainey, Director of Economic Development

Tiffany Rainey took the helm for economic development in Washington in 2014.

“People might not know one of the world’s first plastic garments was crafted in Washington in 1946.” Today, Berry Plastics with 90 locations worldwide, is one of the city’s top employers.

Be the next selfie. Capture a plant manager or staff and send to [mholbrook@ecoga.org](mailto:mholbrook@ecoga.org).

*DCA Commissioner Camila Knowles Q&A continued from page one*

are below the poverty level to attract job-creating businesses to locate there.

### 3. How might DCA look different in 2016?

I’m very excited about a couple of initiatives at DCA we are rolling out. One is the creation of our Community Services Division to return our regional service delivery strategy to having one main point of contact at DCA in every economic development region. Those DCA staff members who serve us in the regions can be a go-to resource for communities in real time. Additionally, I have challenged this group of regional folks to equalize knowledge of and access to DCA’s many resources across communities in Georgia. Our goal is to make sure that everyone is aware of DCA’s resources.

Secondly, as someone born and raised in rural Southwest Georgia, I am passionate about rural Georgia and ways we can make sure that, as an agency, we are addressing the needs in our rural communities.

Finally, understanding that DCA is a very broad agency, responsible for 65 different programs, we are making sure that we think and act collaboratively to help communities leverage resources across all programs, rather than viewing each program as a separate silo.

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► Great news: Georgia's fiscal year revenue increase of 6.8 percent surpasses every Southeastern state. Georgia's "rainy day fund" is close to going over \$1 billion for the first time since before the recession hit and all three rating firms awarded Georgia their highest rating, AAA, for the 25th year.

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GA's Energy Cities At Work

## Blue Sky Biomass

### Blue Sky in Adel

- Fully operational December 2015
- Creation of 100+ jobs
- Forestry residuals into wood pellets
- For fuel in the European Union & domestic markets
- \$30 million investment