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End-of-Year
2022

New
Alliance

ECG and
Gas Authority

inside



Lakes at Green Valley



GA's Energy Cities At Work

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Lakes at Green Valley - a Model for Green Development

Companies that have sustainability in their DNA and who have a corporate commitment to respect the planet in the production of its products would naturally look for like-minded neighbors and developers. Such is the environment at the Lakes at Green Valley, a vision by Griffin-Spalding County Development Authority 15 years ago.

Most recently, in 2022, sustainability focused Ecolpol, a European leader in the production of biodegradable PVA film, committed to invest more than \$38 million and create 130 new jobs at the company's first North American facility in this park. Italy-based Ecolpol was established in 2009 with the goal of helping to safeguard the unique landscape of Tuscany by reducing the utilization of plastics and carbon emissions. Corporate leadership was looking for the same environmental sustainability in America's site.

The Lakes at Green Valley is a 570-acre mixed-use development located along Georgia Highway 16 in Spalding County. The eco-industrial park promotes clean, environmentally friendly manufacturing. The Lakes requires all projects to achieve a certain "eco" rating from the Development Authority. The standard rating system, cre-

ated through a partnership with Georgia Tech, establishes environmentally sustainable construction. Trees were left standing where possible and grading was done in a way to leave the topography largely intact, with sites centered around a lake.

Japanese companies are drawn to the culture of this "eco" park. Otsuka Chemical Co. was the first to launch production there in 2014. Word traveled to other prospects. Otsuka was followed by four other Japanese firms; water heater manufacturer Rinnai, rice vinegar producer Marukan, Mitsui Kinzoku Die-Casting Technology America and Toppan Printing. They have combined to invest more than \$200 million.

According to Toppan Printing leadership, one of the toughest decisions was which direction to face the plant. The development authority allows Lakes at Green Valley occupants to face their buildings away from the road, toward a lake view presenting the dilemma.

"The only requirement is for companies to make the back of the buildings look as good as it can look. Toppan did a really great job," explained David Luckie, Executive Director.

Luckie and the remaining leadership took the risk years ago to think green; it worked well at Lakes at Green Valley.

A Partnership for Georgia Energy Cities

ECG Economic Development & Gas Authority



It is a win-win-win for the cities, the state, and Georgia's industry.
Daryl Ingram, ECG Sr. VP & Chief External Officer



This alliance aids energy cities to further their role in statewide economic development.
It is a brand building initiative for these 95 communities.

Arthur Corbin, Gas Authority President & CEO

I signed up for fee-based services for the expertise and technical know-how ECG offers.
Chris Hobby, Gas Authority Board Chairman & Bainbridge City Manager

The municipalities of Georgia that operate and own electric and natural gas enterprise utilities are a unique fraternity. A Georgia city that owns its utilities has sustainable resources to foster growth and community success.

"To that success, economic development is a critical component and not something these cities take for granted. Plus, their grassroots efforts are a key ingredient to Georgia, named the number 1 state for business," says ECG executive Daryl Ingram.

Through a new and innovative strategic alliance, these cities have garnered new support to elevate economic and community development in their communities and the state. The Gas Authority of Georgia, which is the largest non-profit natural gas joint-action agency in the U.S. and wholesale gas provider for its 67 Georgia municipal members will collaborate with ECG's Office of Economic Development. This joint municipal-based alliance offers Georgia's Energy Cities an opportunity to bring expanded resources to Georgia's already strong economic development team.

"The alliance was a natural fit for many reasons," says Vice President Scott Tolleson, Member Support, Gas Authority. "Twenty-four of ECG's 52 members provide both electricity and natural gas to their communities."

"Successful 21st century economic development initiatives will be mostly data-driven. Prospects want visual and user-friendly data. ECG has the tools to assist cities with this effort," says ECG executive Daryl Ingram.

See more on ECG talent on the workforce panel

ECG has for almost forty years established a statewide economic development infrastructure.

With ECG experience and existing resources and the immediate influx of Gas Authority investment, the alliance and ongoing arrangements provide more local resources and a larger megaphone for Georgia in the highly competitive drive to locate industry and/or retain existing industry.

Bainbridge, a natural gas retailer and member of the Gas Authority, is the first alliance member to subscribe to ECG's full range of economic and community development services. The services include a wide range of resources, e.g., technical solutions, retail and commercial recruitment and community development expertise.

Since 2014, this newsletter, *FYI: Georgia Energy Cities At Work*, has spotlighted new industry, innovations, state partners and success stories for its electric members. Expect now, news and accomplishments across the combined alliance memberships, more inspiring stories of Georgia Energy Cities at work.

our communities

| | | | | |
|--------------|---------------|--------------|---------------|---------------|
| Acworth | Douglas* | Monroe* | Adairsville | Lumpkin |
| Adel* | East Point | Monticello* | Americus | Madison |
| Albany* | Elberton* | Moultrie* | Andersonville | Millen |
| Barnesville | Ellaville | Newnan | Ashburn | Nashville |
| Blakely* | Fairburn | Norcross | Bainbridge | Pelham |
| Brinson | Fitzgerald* | Oxford | Bowman | Perry |
| Buford* | Forsyth | Palmetto | Byron | Royston |
| Cairo* | Fort Valley* | Quitman* | Claxton | Social Circle |
| Calhoun | Grantville* | Sandersville | Cochran | Sparta |
| Camilla* | Griffin | Sylvania* | Colquitt | Statesboro |
| Cartersville | Hampton | Sylvester* | Dawson | Sugar Hill |
| Chickamauga | Hogansville* | Thomaston | Donelsonville | Summerville |
| College Park | Jackson | Thomasville* | Dublin | Thomson |
| Commerce* | LaFayette | Washington | Eatonton | Tifton |
| Covington* | LaGrange | West Point* | Edison | Toccoa |
| Crisp County | Lawrenceville | Whigham | Greensboro | Trion |
| Dalton | Mansfield | | Hartswell | Union Point |
| Doerun* | Marietta | | Hawkinsville | Vienna |
| | | | Louisville | Warner Robins |
| | | | Waynesboro | Waynesboro |

electric *electric and gas

gas

Biz Profiles – Industry Insights – Leaders at Work – City Initiatives – Expert Data

sector • electric vehicle

Rivian Puts Georgia on the Map

When Rivian, electric vehicle (EV) manufacturer, selected Georgia, for its east coast manufacturing site the company made our state a tour de force in the EV industry. Governor Brian Kemp called the decision “the largest single economic development project ever in this state’s history.”

Rivian said Georgia is the right partner with a combination of sustainable business operations, talent pool and proximity to supply chain and logistics. The campus is about an hour’s drive east of Atlanta. The massive property was put together with the help of the Joint Development Authority of Jasper, Morgan, Newton and Walton Counties (three counties are ECG communities, excluding Morgan). The company will assemble the R1T truck and the R1 SUV.

Rivian invested in a \$5 billion assembly plant and battery factory. The company anticipates 400,000 vehicles out of assembly annually employing 7,500 jobs. *Wall Street* believes this Tesla rival can own a substantial piece of the EV industry. In 2022, Amazon committed to Rivian a transition for its commercial fleets in certain large cities. Fleet electrification has the potential to save millions of metric tons of carbon per year.

In 2021, prior to the Rivian transformative announcement, Governor Brian Kemp had vision to launch the Electric Mobility and Innovation Alliance. A brain trust of stakeholders and government to focus on growing the electric mobility ecosystem in the state and strengthening Georgia’s position in electrification-related manufacturing and innovation. Bringing the players together certainly fostered the ecosystem; Georgia investments have grown with related manufacturing, not just original equipment manufacturers (OEMs). Battery manufacturers, charging station providers and engine part providers have all chosen Georgia. Georgia may well be the center of this growing industry.



sector • electric vehicle charging infrastructure

Five things to consider, according to the National League of Cities

1 Assess available incentives

Many government entities, states, and utility companies offer rebates, grants, and tax credits to cities and municipalities looking to electrify.

2 Right-Size Your Deployment to Support the Proper Driver Use Case

Finding the right balance between Level 2 and DC fast chargers is paramount to your deployment success. Level 2 charging stations are ideal for fulfilling the needs of EV drivers within the city. DC fast chargers typically range from 50 kW to 350 kW and are meant to help drivers covering longer distances.

3 Decide the EV Charging Ownership Model that Works for You

Do you want to maintain full ownership of the charging stations and generate revenue while taking care of maintenance and operating expenses? Or do you prefer the peace of mind that comes with a turnkey approach?

4 Identify Optimal Locations for Charging Infrastructure

Publicly available city-owned properties like libraries, municipal parking lots and garages are a great place to start, as well as high-traffic areas like parks, shopping malls, retail centers, or places in proximity to the downtown core. Aside from location, make sure the selected sites have proper lighting, to ensure a safe and convenient charging experience for drivers.

5 Equitably Provide Charging Access

Providing easy access to public curbside charging solutions helps prevent barriers to adoption.

The Innovative Ray Highway in LaGrange

The Ray is 18 miles of West Georgia’s I-85 and is a piece of existing innovation that is now important to EV infrastructure and research. “We need to be planning infrastructure for medium and heavy-duty trucks that will be either battery electric or hydrogen fuel cell powered,” says Allie Kelly, Executive Director of The Ray.

ECG Cities Consistently Draw Industry

| | | | |
|--|---|--|--|
| FY 2022 GDEcD industry announcements | → | ECG communities attracted 26.40% of the total announcements | FY 2021 25.59% FY 2020 25.14% FY 2019 28.10% FY 2018 25.30% |
|--|---|--|--|

Performance Accolades

Newnan
Poriferous, LLC
Small Business Rock Star
one of six honorees

Moultrie
Outstanding Downtown of the Year
Georgia Downtown Association

Fitzgerald
Polar Beverage
GEDA Small Community Deal of the Year

The GA Economic Development Association and the GA Department of Economic Development bestow the Small Business Rock Star honors.

Remarkable Year of Growth

sector manufacturing

Albany

Outdoor Network is investing \$21.8 million in an advanced manufacturing facility and expansion of its distribution center.

Cartersville

Hyundai Motor Group and SK On agreed to an electric vehicle battery manufacturing facility. It will provide 3,500 jobs and be a \$4-5 billion project in Bartow.

Covington

Battery Resources invests \$43 million to open its first commercial-scale battery recycling plant. The plant will have the capacity to process 30,000 metric tons of discarded lithium-ion batteries and scrap annually.

Fitzgerald

MANA Nutrition, a nonprofit that produces ready-to-use therapeutic food (RUTF) to fight global malnutrition is expanding with more than \$36 million in investment and 10 more jobs.

sector manufacturing continued

Griffin

Ecopol, a leader in the production of biodegradable PVA film, will invest more than \$38 million and create 130 new jobs in Lakes at Green Valley.

Thomasville

Troy Acoustics Corporation (TAC) will invest almost \$40 million in a new manufacturing facility in Thomas County with 88 new jobs.

sector agriculture

Covington

80 Acres Farms, an industry-leading vertical farming company, will create 150 new jobs with a \$120 million investment.

Monticello

Profile Products opens new manufacturing facility for wood fiber production. The plant increases production capacity by 50% while initially creating 80 new local jobs.

sector • artificial intelligence

Georgia is getting a boost in artificial intelligence innovation.

A \$65 million grant to Georgia Tech from the U.S. Department of Commerce’s Economic Development Administration will support a statewide initiative interfacing artificial intelligence (AI) with manufacturing innovations.

The National Science Foundation has awarded a \$1.7 million grant to a Georgia Tech-led team to foster AI literacy, in hopes to introduce AI in a human way. The initiative will present AI through interactive museum exhibits. The grant will support the transition of previously created AI prototypes into public exhibits to broaden people’s perception of what AI is and spark creativity.

A Spec Building Ready To Show



Sylvania-Screven Development Authority

50,000SF, Expandable to 300,000SF

For sale \$4.5M

30-foot ceilings

36 acres included with an additional 27.95 adjoining acres available

Four-lane connection to I-95 and the Port of Savannah

sector agriculture continued

Douglas

Pilgrim’s Pride Corporation broke ground on a \$75 million expansion. The expansion is expected to create 53 new jobs where Pilgrim’s Pride already employs more than 800.

sector distribution

Cartersville

Duluth Trading Company, a workwear, accessory retailer for men and women, will build a new distribution and fulfillment facility. The new facility will create more than 300 new jobs and represents an investment of \$53 million.

Douglas

Walmart Distribution serves 100 Walmart Stores with a 1 million square foot facility.

Jackson

Procter & Gamble Distributing, LLC, a consumer goods corporation, is investing \$205 million in a new distribution facility.

Workforce



Expanding the Entrepreneurial Ecosystem

Cairo entrepreneur, Ben Huntzinger, won a start-up competition that launched his idea for a custom outdoor wheelchair. He has sold 300 Spartan Wheel Chariots to date.

Expanding the entrepreneurship ecosystem is an ongoing initiative thriving across our state among our higher education institutions, chambers of commerce, and other state partners that want to grow Georgia start-ups as well as recruit them.

With a \$5,000 prize on the line, 9th-12th grade students at Fitzgerald High School brought their business ideas to the Flex Competition with hopes of introducing the next big thing.

Flex is a three-round opportunity to create viable companies with a business plan and financial documents. Workshops teach the know-how of business to "first rounders." In the second round, a loan of \$100 in seed money goes to the top 10 competitors. The final three companies pitch their ideas in a "shark tank" environment as the finale of the five-month initiative.

"The students love this experience," explains Melissa Dark, Executive Director of the Fitzgerald-Ben Hill Chamber of Commerce, the visionary of this program. "It pushes their creativity," she observes.

Chloe Paulk is the 2022 winner with a culinary venture named Cake It With Chloe. The business launched in the Fitzgerald market. Currently, Chloe is a Mercer University marketing major on a full scholarship and wants to expand her company's market reach; she is exploring shipping and delivery options. Her \$5,000 is in the bank for now.

"Flex encouraged my imagination and broadened my thinking," explained Chloe.



Four other communities have embraced Fitzgerald's successful model, Flex, for creating a local entrepreneurship challenge.

Chloe Paulk and Gov. Brian Kemp with a Chloe speciality

Apprenticeships

The Technical College System gained \$1 million from the Governor to further expand popular apprenticeships in Georgia's high-demand industries in 2022. Governor Kemp signed four bills to benefit workforce.

ECG Technical Solutions Experts Win Industry Nods

The ECG Economic and Community Development team represents electric municipalities on numerous statewide initiatives and produces high-tech tools on trends, prospect presentation packages and statistics.



Monica Scott

Sr. Research Analyst, Monica Scott, was named a Certified Economic Research Professional (CERP) from the Council for Community and Economic Research (C2ER). Her research on the "Cost of Living and Rising Inflation: The Impact on Georgia Workers" inspired her designation. She compared rural and urban cost of living among Georgian workers.

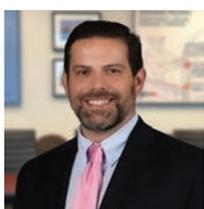
"We cannot thank Monica enough for the housing and economic overview reports she provided. Without this data, Thomasville would not be able to address community development efficiently and effectively," reports Andy Goodwin, Thomasville Business Development Manager.



A multi-person team utilized ArcGIS, a next-generation storytelling platform to produce an award-winning story map about Georgia's advanced manufacturing. This web-based application allows users to share maps in the context of narrative text and other multimedia content. The advanced manufacturing story map works to answer the question for potential investors, "Why choose Georgia for Advanced Manufacturing?"

Contact our team at locationgeorgia.com.

ECG Economic Development 2022 Staff Additions



Daniel Martin
Manager
Retail Development



Chad Charing
Project Manager
Industrial Development



Mark Elliott
Project Manager
Industrial Development

A City's Craft - More Livability

Cairo

Cairo is home to the iconic Zebulon Theatre, the oldest single screen theatre in Georgia and it's a city treasure. Popcorn is good and tickets are six dollars for all movies. Seventy percent of the theatre business comes from out-of-town guests. Go to the show, shop and dine.

Cairo's Nivel Manufacturing won the state Gear Award for citizenship because it encourages and rewards employee participation in the community. A manufacturer of aftermarket accessories for personal and utility transportation, the company supports projects at its chamber of commerce, the local college and career academy, as well as participating in blood drives and back to school drives. Live, work and play.

Sylvester

Ah, the beauty of facade grants and the subsequent improvement. Downtown Sylvester is more inviting for foot traffic and dining.



Covington

"There were 96,380 visitors to the Covington Museum in 2022," according to Ken Malcom, Community Development Director. The 2020 return of the Vampire Diaries series brought a new fan base and new visitors from all over the world to visit all the movie location photo ops, the museum with many movie props on display, the Mystic Grill, and the charm of the town square. From downtown shopping and southern comfort food to specialized film tours, Covington is cordially the Hollywood of the South, just east of Atlanta.

Cartersville

The *Smithsonian Magazine* has a tradition of celebrating small towns annually. This year Cartersville was in the 15 chosen. It is the smallest town in the U.S. with three Smithsonian Affiliate museums, the Booth, Tellus Science Museum, the Savoy Automobile Museum.

Hoods Up weekends have select vehicles on display paired with a two-day plein air *Paint the Automobile* workshop. City leadership curates culture, the arts, the outdoors of North Georgia and diverse industry for expansive living in their small town.



Fostering Georgia Growth
Office of Economic & Community Development is a liaison between growing companies and the ideal community that can meet their needs.



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Westin Jekyll Island & Jekyll Island Convention Center

START A NEW HABIT, A FALL EVENT THIS YEAR.

Partner Programs Uplift ECG Communities

Grantville

Grantville is a small community on the southern border of Coweta County, and it was tapped from the Atlanta Regional Commission (ARC) for a Livable Center Initiative. The ARC gives \$1 million annually to help communities build roundabouts, sidewalks enhance walkways and more.

"We are elated for the grant dollars. It is a chance to reimagine our downtown and revitalize spaces," explained City Manager, Al Grieshaber, Jr. "We worked with representatives from throughout our neighborhoods."

The grant amount of \$100,000 presented the opportunity to work with the citizenry in the envisioning and execution of a plan. Below are photos of the residents exploring ideas and concepts.



Thomasville and Adel

Another community-building program is the Georgia Economic Placemaking Collaborative offered by the Georgia Cities Foundation. It is a two-year program that pulls in a variety of in-kind resources to lend expertise to an initiative. Thomasville and Adel were chosen in 2022 for important community projects.

Thomasville's project is the Imperial Hotel, a hotel in disrepair with an incredible story of its former life. In the Jim Crow era Black individuals relied on the Green Book for travel information. This paperback book listed all the safe restaurants, gas stations and hotels for people of color. Such was the Imperial Hotel. Its rehabilitation will be a notable piece of Thomasville's history.

Adel plans to use the Placemaking Collaborative to reinvent public spaces. Existing community assets will become inclusive public spaces for events and people to gather. Placemaking, creating livability for people, is from the heart.

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▶ The August 2022 ECG|MEAG Power Economic Development Bus Tour visited Commerce, Covington, Mansfield, Monroe, Monticello, Sandersville, Sylvania and Washington to show the project managers, who talk to economic development prospects daily, the attributes of the host communities. Relationships are made; communities have a chance to tell their stories.

fyi

GA's Energy Cities At Work

City of Monticello

Profile Products

agriscience tech manufacturer

- Erosion control
- Biotic soil media for soil health
- Hydrafiber, plant growing substrate

