



DACC Business Recruitment and Incentives Program Committee		
February 7, 2024		7:30 AM
DACC Conference Room		
Meeting called by	Jim Cox	
Type of meeting	Business Recruitment and Incentives Program Committee	
Facilitator	Chair - Jim Cox	
Note taker	Linda Peplau	
Adjourned	8:43 AM	
Attendees	Jim Cox, Sanjeev Singhal, Ben Stapleton	
Staff/Guests	Linda Peplau, Anita Patel, Rick Evans	
Meeting Agenda		
>1 minute(s)	Jim Cox	
Discussion	The Agenda for the February 07, 2024, Business Recruitment and Incentive Program Committee meeting was reviewed. Jim Cox called for a motion to accept the agenda. Motion: Sanjeev Singhal 2nd by: Ben Stapleton Motion passed unanimously (3-0)	
Conclusions	Motion: Sanjeev Singhal 2nd by: Ben Stapleton Motion passed unanimously (3-0)	
Action Items	Person Responsible	Deadline
None	N/A	N/A
Minutes of Previous Meeting		
1 minutes	Jim Cox	
Discussion	Jim Cox called for a motion to approve the minutes for the December 06, 2023, Business Recruitment and Incentive Committee meeting. Motion: Ben Stapleton 2nd: Sanjeev Singhal Motion passed unanimously (3-0)	
Conclusions	Motion: Ben Stapleton 2nd: Sanjeev Singhal Motion passed unanimously (3-0)	
Action Items	Person Responsible	Deadline
None	N/A	N/A
Old Business		
>0 minute(s)		
Discussion		
Conclusions		
Action Items	Person Responsible	Deadline
None	N/A	N/A



New Business		
24 minutes	Jim Cox & Rick Evans	
Discussion	<ul style="list-style-type: none"> • Rick Evans shares the following updates: <ul style="list-style-type: none"> ○ Executive Director selection, process & timeline. ○ Military Zone - (\$3,500, payroll credit per job created). ○ White Oak is in the military zone (M-2) & GRAD certified (Georgia Ready for Accelerated Development). ○ Campus plan for White Oak (new ED will contribute to this plan). • Jim Cox starts the following discussions: <ul style="list-style-type: none"> ○ Business recruitment, new businesses & Strategic Plan for the new Ex. Director (produce sales tax). ○ TAD (Tax Allocation District) - needs further discussion & exploration. ○ Review of current retail & industries to see what we would like go after next. ○ White Oak = updates, campus plan & creation of project prospect Q&A, i.e. fiber access, water & power. 	
Conclusions		
Action Items	Person Responsible	Deadline
None	N/A	N/A
Updates		
47 minutes	Anita Patel & Rick Evans	
Discussion	<p>Anita Patel shared the following updates:</p> <ul style="list-style-type: none"> • White Oak landscaping update. <ul style="list-style-type: none"> ○ lift station progress ○ Street lighting • Project prospects updates (actives, inquiries & withdrawals) • Guidance for small businesses. <ul style="list-style-type: none"> ○ Guide to SBDC (Small Business Development Center) & SCRA Business Lending to ensure a successful path. • Smoke Show updates- redesign plan with new contractor. • Incentive Plans (past, present & future). • DACC budget & structure updates with Rick Evans. • Apartment grand opening updates- Impact on the community & quality of life expectations of new residents. • Regional Economic development. • Website revamp update- allowing the new Ex. Director to decide how to best use the 22K credit with Kruhu, Inc. <ul style="list-style-type: none"> ○ Jim Cox offers to be a resource in negotiate with Kruhu, Inc. for a great website revamp outcome. ○ Sanjeev Singhal suggests contacting Kruhu, Inc. for the cost of our timeline in a digital format. • Jim Cox & Ben Stapleton jointly express wanting clearer goals for this committee to benchmark achievements. <ul style="list-style-type: none"> ○ framework ○ Incentive package ○ vision ○ recruitment tools ○ website -> digital campaign, data, history ○ range-> nationwide ○ Master Plan ○ Strategic Plan 	
Conclusions		
Action Items		Deadline
None	N/A	N/A
Adjournment		8:43 AM
Conclusions	<p>Jim Cox called for a motion to adjourn. Motion: Sanjeev Singhal 2nd: Ben Stapleton Motion passed unanimously (3-0)</p>	
Next meeting: April 03, 2024		Development Authority Conference Room