



AGENDA

Gainesville Work Session
Thursday, March 2, 2017, 9:00 AM
Administration Building, Board Room
300 Henry Ward Way, 3rd Floor
Mayor or Mayor Pro Tem Presides

BUDGET PRESENTATION(S)

Economic Development Council FY2018 Budget Presentation

Tim Evans

DEPARTMENT ISSUES

Fire Resolution: Donation of Structural Firefighting Gear to Lanier
Technical College

Jason Patterson

Water Resources Resolution: Inland Western Gainesville Village Water Main
Easement Abandonment Agreement

Nick Swafford

Community Hall Area Transit Development Plan Report
Service Center

Phillippa Lewis Moss

CITY MANAGER ISSUES

MAYOR/COUNCIL ISSUES

Ex-Officio Report(s)

CITY ATTORNEY ISSUES

CITY CLERK ISSUES

EXECUTIVE SESSION

ADJOURNMENT

Final: Monday, February 27, 2017, 3:55 PM

CITY OF GAINESVILLE

WORKSESSIONREQUEST

Date Submitted: 2/1/2017
Presenter: Tim Evans
Item of Business: Economic Development Council FY2018 Budget Presentation
Meeting Date: 3/2/2017

Purpose of Request:

Economic Development Council FY2018 Budget Presentation. The City of Gainesville contracts with various Agencies to provide additional services.

History/Background:

Historically, the City of Gainesville has contracted with the Economic Development Council to identify, attract, and locate new business and industry into the municipality for the purpose of increasing trade, industry and commerce.

Facts & Issues for Consideration:

Initially, the contractual agreement with the Economic Development Council was established for \$130,000, and was increased in the FY2015 budgeted to \$136,500.

Department Recommendation:

A continued agreement with the Economic Development Council is requested by the Agency.

Department Director:

Jeremy Perry

If funding is involved, are funds approved within the current budget?

No

Amount Requested:

\$136,500

Source of Funds:

Funding will be considered as the City's FY2018 budget is developed.

Finance Comments:

Administrative Comments:

ATTACHMENTS:

Description	Type
☐ FY2018 Budget Request	Backup Material
☐ 2017 EDC Board Membership	Backup Material
☐ Business Plan 2016-17	Backup Material
☐ GHCC Audit Report FY2016	Backup Material

City of Gainesville
BUDGET REQUEST FY 2018

AGENCY: GREATER HALL CHAMBER OF COMMERCE
ECONOMIC DEVELOPMENT COUNCIL

Current Year Request \$136,500

GOALS AND OBJECTIVES

The EDC is requesting \$136,500 from the City of Gainesville, \$136,500 from Hall County, \$136,500 from the Chamber's HALLmark Initiative, \$20,000 from the City of Flowery Branch, \$20,000 from the City of Oakwood and \$2,500 from the City of Lula for its fiscal year 2018 (FY 18). Economic activity with new and existing industry expansions, retail development and small business needs have increased demands on EDC resources, and maintaining funding for FY 18 will allow the EDC to provide an effective level of economic development services.

Mission Statement: The Gainesville-Hall County Economic Development Council facilitates quality job creation and new investment in the Gainesville-Hall County MSA through business recruitment efforts, encouraging existing business expansion and retention, attracting new quality retail development and supporting the Greater Hall Chamber of Commerce's buy local efforts.

EDC Targets:

- Targeted Business Recruitment Sectors to Diversify: Technology Companies, Renewable Energy, Headquarters, Life Sciences, Medical Devices, International Subsidiaries.
- Core Growth Business Recruitment Sectors: Automotive, Financial Services, Fabricated Metals, Plastics, Select Food Products.
- The EDC supports downtown development efforts in Gainesville, Oakwood and Flowery Branch.
- Business Recruitment Partners: Commercial Brokers, Site Location Consultants, Statewide Developers, Existing Industries
- Existing Industry Program Targets: Existing Industry Clusters and all Gainesville-Hall County manufacturers, processors, distributors and regional/national service companies
- Retail Development Targets: Lifestyle Center and quality retail development that will generate new sales tax income for public education and local governments.
- Small Business Targets: To coordinate efforts with key partners to provide professional assistance and services to small businesses and start-ups.

EDC Goals: To generate new investment, new job creation and increase sales tax revenue in Gainesville-Hall County and to develop new product for future economic development growth.

EDC Objectives: \$125,000,000 investment (stretch goal: \$150,000,000 investment); 500 jobs and 100 acres of new product for FY 18.

Sales and Marketing Efforts:

For FY 18, we expect prospective new and expanding industry opportunities to remain high. We also expect continued growth in small business activity, small business participation, new start-ups and retail development activity. There are specific program enhancements for FY 18 that reflect economic development strategy for the current global economy, including:

- EDC efforts to market and develop the Gainesville Business Park and the first speculative building has led to two additional new industries for the park, including Wurth Group in the 77,000 sf speculative building and the recently announced new manufacturing headquarters for Mincey Marble on 79 acres.
- In late December 2016, the Georgia Department of Community affairs announced Hall County is now a Tier IV community, reflecting recent economic development success. The recent change has a tax consequence for most expanding existing industries in Hall County, and the EDC is communicating the importance of completing a Notice of Intent with our existing industries. News of the new tier status change was communicated with a designation of ten Less Developed Census Tracts (see Exhibit "C"). Much of the City of Gainesville is included in the area, and it includes 161 existing industries.
- The EDC's small business programs and recent partnerships with the Georgia Chamber of Commerce's small business network have resulted in increased participation and services for the community's small business owners. The EDC has a focused full-time effort to support small business and entrepreneurship.
- Participation in the EDC's monthly small business seminars and marketing programs continues to grow.
- The EDC has a growing role in supporting the special needs of the Healthcare Service Providers (see Exhibit "E") in Gainesville-Hall County, including recent support to NGHS for the new Graduate Medical Education program that will have a significant economic impact.
- A growing emphasis on downtown development and redevelopment opportunities for our municipal partners has created additional roles for the EDC in marketing to developers and businesses.
- The commercial real estate investment market for hotels, office, assisted living and general commercial development has much improved, and the EDC expects to see greater activity in the downtown and Midtown area of Gainesville in FY 18. The EDC works closely with end-users and developers to market the benefits of a downtown/Midtown location including the Opportunity Zone, the Tax Allocation District and the availability of New Markets Tax Credit Financing.
- Conducting one-on-one meetings with existing industry at a rate of 90/year to identify opportunities, threats and meet and address the specific needs each existing industry (Exhibit "A").
- Coordinating regular programs with commercial realtors and statewide project managers, Georgia's international offices to communicate opportunities and success stories to partners that influence location and expansion decisions.
- Expanding its partnership with the State's economic development marketing

effort with regard to life sciences recruitment and international business recruitment (Exhibit "B"). These sectors fit well with Gainesville-Hall County's strengths and strategic vision.

- Expanding retail marketing/development role and capabilities through networking and GIS. The additional SPLOST dollars generated from new retail development provides an excellent return to citizens and local government. The EDC networks with retailers and retail developers to attract quality retail developments to the community.
- Participating in public policy education to support economic and community development.
- We expect the EDC will take on an even greater lead role in the external marketing.

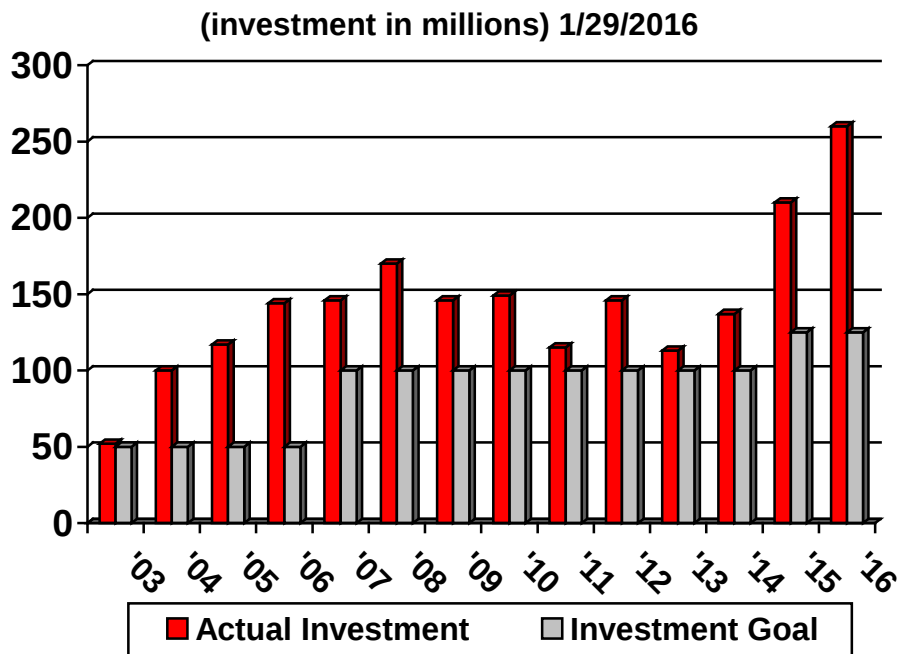
The EDC is (as of 1/29/17) orchestrating efforts with 96 active project inquiries, and coordinates business retention and expansion efforts for all existing industry. That is a 16% increase in business development activity over this time last year. Efforts with active projects include coordinating visits to the community, responding to detailed questionnaires, existing industry calls, working with retail/downtown developer proposals, and encouraging decision makers and influencers to consider Gainesville-Hall County. These inquiries do not include routine responses made to EDC staff for data or information from citizens, businesses and consultants. EDC staff orchestrates 12-15 visits/month with prospects, developers or site selection consultants.

We will remain fiscally responsible and maintain a high level of professionalism in working with prospective businesses, developers and partners. The EDC is committed to increase the commercial and industrial tax base for our community and to facilitate new opportunities for Hall County residents to improve their quality of life. In addition to the four full-time EDC staff positions, the EDC has a 15-20 hour per week internship program with Brenau and UNG students. Interns benefit from the experience and learning environment while the EDC and the community benefits from their efforts to support business recruitment, existing industry support, small business, retail and other programs.

IMPACT STATEMENT
Economic Development Council of Gainesville / Hall County

June 30, 2016, The Gainesville-Hall County Metropolitan Statistical Area (MSA) is among the top 50 fastest growing metros in the nation. Business and industry make long-term investments in our community because of its stability, skilled workforce, visionary leadership and quality of life. We are home to 47 Fortune 500 firms, more than 300 manufacturing and processing concerns, and 47 international companies representing 17 countries. From 2012 to 2016, 123 new and expanded industry locations generated nearly 6,000 new jobs, retained over 850 jobs and invested over \$1 billion in fixed capital. The 2016 fiscal year-end summary for economic development projects includes 25 new and expanded businesses, 900 new jobs and \$261,530,000 in capital investment. New and expanding businesses this year include Performance Foodservice, The Louver Shop, Kubota, Milliken, Marel Stork and Recro Pharma.

EDC Investment FY 2003-2016



2016 Year-in-Review, Released 12/29/16

Economic Development 2016 Year-End Summary

The Greater Hall Chamber Economic Development Council reports 2016 year-end results of 18 new and expanding firms in their plans to add nearly 800 new jobs and \$163 million in new capital investment to Gainesville-Hall County.

Some of the job creation and investments announced in 2016 have already taken place, but for many companies, like Tatsumi Intermodal USA, their investment and job creation plans will take place in 2017 or 2018. Additional business expansion decisions announced

in 2016 included SKF USA, TRW, Lowers Risk Group, Murray Plastics, Würth, Mars Wrigley Confectionery and Apotheca Pharmaceutical.

These 2016 announced capital investments do not include the newly started construction at the new Lanier Technical College Campus on Highway 365, to open in 2018. Also not included in the 2016 results are capital investments announced in 2015, like Kubota, King's Hawaiian and Performance Foodservice, that are completing construction and will open in the first half of 2017.

Healthcare Services in Hall County provide a quality of life impact and an economic impact. New medical office developments are underway in Gainesville, Oakwood, Flowery Branch and Braselton to improve regional access to healthcare. Recently, Northeast Georgia Medical Center announced that it will begin a new Graduate Medical Education Program in 2019, and it will grow to more than 170 Graduate Medical Residents by 2023. The new residency program is anticipated to have a \$66 million economic impact on Hall County through 2023.

Gainesville-Hall County's population continues to grow at almost 2% per year. Cresswinds on Lanier, Mundy Mill and Sterling on the Lake residential developments remain among the top selling in Georgia. New residential developments are underway to replenish a dwindling supply of available housing.

The year ahead will include a number of transportation improvements for Gainesville-Hall County including the widening of US 129 South of Gainesville, the new Exit 14 interchange on I-985, numerous bridge replacements and the much needed widening of Spout Springs Road. To discuss these and other transportation issues, the Greater Hall Chamber will host its Annual Transportation Forum on March 9 at the University of North Georgia-Gainesville. 2016 also saw improvements to the Lake Lanier Olympic Venue just ahead of events like the Pan-Am Games and Continental Qualifier for Canoe/Kayak. Recent investments in the venue are leading to additional events like the 2017 USA Canoe Kayak Trials, and may speed a next round of needed improvements to the 20-year-old Olympic Venue.

"Gainesville-Hall County's Economic Development success is a result of teamwork and the spirit of working together to the benefit of the community," said Brian Rochester, Rochester & Associates, and Chamber Vice Chair of Economic Development. "The Chamber provides a forum for the business community, educators and elected officials to work together on the issues that impact existing industries, small businesses, the healthcare community, retail and new business recruitment."

With unemployment approaching a new 10-year low for the Gainesville-Hall County Metropolitan Area (4.1% as of November 2016), the Greater Hall Chamber, businesses and educators remain focused on Work-Based-Learning and apprenticeships for high-skilled career paths in demand by area businesses. The Chamber's Workforce Development Task Force is a partnership with Lanier Technical College, Hall County Schools, Gainesville City Schools, Brenau University, the University of North Georgia and private businesses. The mission is to ensure businesses can acquire the talent and skills they need for future growth and to replace an aging workforce.

2017 PROJECTIONS:

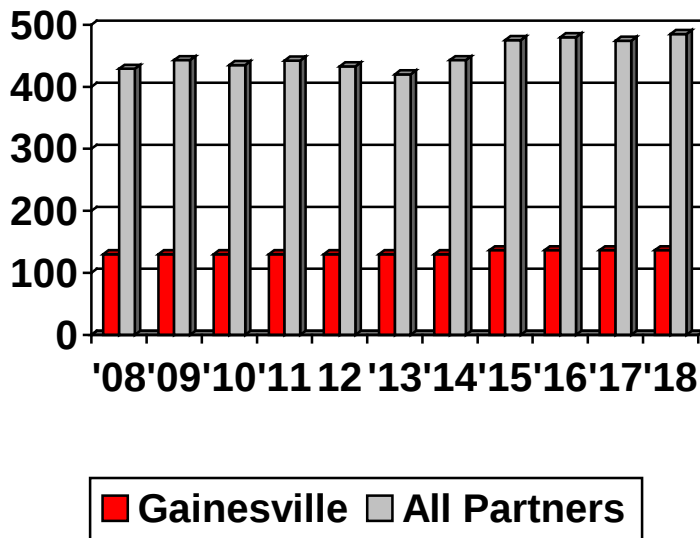
- Hall County's regional role as a center for top rated healthcare services is growing in major centers like Gainesville and Braselton, and neighborhood services in

Oakwood, Buford and Flowery Branch.

- Urban redevelopment will continue in Hall County's vibrant city centers in downtown Gainesville, Flowery Branch, Oakwood and Lula. Smaller development projects have been stepping stones to a bigger trend of development concentrating in walkable urban centers, including residential, retail, office and institutional uses.
- The 365 Corridor from Jesse Jewell Parkway North will continue to develop punctuated by new construction activity at the New Holland Market, Lanier Tech's new campus and the Kubota and Tatsumi Intermodal new developments in Gateway Industrial Centre.
- New private residential development activity is responding to a decreasing supply of good quality available housing stock to meet current demand and a growing population.
- Future economic development growth will be supported by long-term public and private infrastructure investments to expand gas service, water, sewer, electrical distribution and broadband access in Hall County,

EDC Budgeted Income 2002-2018

1/29/2017



<u>1/27/17</u>				Greater Hall Chamber of Commerce		
				EDC Proposed Budget		
PRELIMINARY				2017 - 2018 Budget Year		
			<u>2015 - 2016</u>		<u>2016 - 2017</u>	<u>Preliminary</u>
<u>Revenues</u>			<u>Actual</u>		<u>Budget</u>	<u>2017- 2018 Budget</u>
<u>HALLmark - EDC</u>			<u>\$ 136,500</u>		<u>\$ 136,500</u>	<u>\$ 136,500</u>
<u>Hall County</u>			<u>\$ 136,500</u>		<u>\$ 136,500</u>	<u>\$ 136,500</u>
<u>City of Gainesville</u>			<u>\$ 136,500</u>		<u>\$ 136,500</u>	<u>\$ 136,500</u>
<u>Interest Income - EDC</u>			<u>\$ 85</u>		<u>\$ 100</u>	<u>\$ 100</u>
<u>City of Oakwood</u>			<u>\$ 16,500</u>		<u>\$ 20,000</u>	<u>\$ 20,000</u>
<u>City of Flowery Branch</u>			<u>\$ 20,000</u>		<u>\$ 20,000</u>	<u>\$ 20,000</u>
<u>City of Lula</u>			<u>\$ 2,500</u>		<u>\$ 2,500</u>	<u>\$ 2,500</u>
<u>Misc. Prog.Revenue</u>			<u>\$ 32,404</u>		<u>\$ 22,000</u>	<u>\$ 33,300</u>
<u>Total Revenues</u>			<u>\$ 480,989</u>		<u>\$ 474,100</u>	<u>\$ 485,400</u>
			<u>2015 - 2016</u>		<u>2016 - 2017</u>	<u>Preliminary</u>
<u>Operational Expenses</u>			<u>Actual</u>		<u>Budget</u>	<u>2017- 2018 Budget</u>
<u>Auto & Business Mileage</u>			<u>\$ 9,929</u>		<u>\$ 11,000</u>	<u>\$ 10,000</u>
<u>Accounting & Prof Fees</u>			<u>\$ 3,750</u>		<u>\$ 3,750</u>	<u>\$ 4,000</u>
<u>Depreciation</u>			<u>\$ 2,311</u>		<u>\$ -</u>	<u>\$ -</u>
<u>Affiliations</u>			<u>\$ 4,356</u>		<u>\$ 9,000</u>	<u>\$ 5,100</u>
<u>Seminars/Prof. Development</u>			<u>\$ 6,515</u>		<u>\$ 4,000</u>	<u>\$ 4,000</u>
<u>Office Supplies</u>			<u>\$ 381</u>		<u>\$ 1,800</u>	<u>\$ 1,000</u>
<u>Postage</u>			<u>\$ 3,739</u>		<u>\$ 3,900</u>	<u>\$ 3,780</u>
<u>Telephone</u>			<u>\$ 1,769</u>		<u>\$ 2,600</u>	<u>\$ 1,920</u>
<u>Salaries</u>			<u>\$ 274,544</u>		<u>\$ 279,000</u>	<u>\$ 294,000</u>
<u>Taxes</u>			<u>\$ 20,748</u>		<u>\$ 22,400</u>	<u>\$ 23,400</u>
<u>Insurance</u>			<u>\$ 31,519</u>		<u>\$ 32,400</u>	<u>\$ 36,480</u>
<u>Retirement Benefits</u>			<u>\$ 8,848</u>		<u>\$ 10,800</u>	<u>\$ 10,800</u>
<u>Business Development</u>			<u>\$ 20,090</u>		<u>\$ 42,000</u>	<u>\$ 20,000</u>
<u>Printed Materials</u>			<u>\$ 1,382</u>		<u>\$ 4,000</u>	<u>\$ 1,800</u>
<u>Computer/Communications</u>			<u>\$ 4,455</u>		<u>\$ 5,000</u>	<u>\$ 4,800</u>
<u>Administrative Allocation</u>			<u>\$ 53,520</u>		<u>\$ 53,520</u>	<u>\$ 53,520</u>
<u>Utilities</u>			<u>\$ 6,300</u>		<u>\$ 6,300</u>	<u>\$ 6,300</u>
<u>Miscellaneous Prog. Expense</u>			<u>\$ 14,121</u>		<u>\$ 12,000</u>	<u>\$ 12,000</u>
<u>Marketing</u>			<u>\$ 37,115</u>		<u>\$ 42,000</u>	<u>\$ 34,000</u>
<u>Technology</u>			<u>\$ 5,935</u>		<u>\$ 4,000</u>	<u>\$ 4,000</u>
<u>Miscellaneous Expense</u>			<u>\$ 739</u>		<u>\$ -</u>	<u>\$ -</u>
<u>Total Expenses</u>			<u>\$ 512,066</u>		<u>\$ 549,470</u>	<u>\$ 530,900</u>
<u>Net Income (Loss)</u>			<u>\$ (31,077)</u>		<u>\$ (75,370)</u>	<u>\$ (45,500)</u>

Exhibit “A”: Hall County, GA Existing Industries by location and employment:

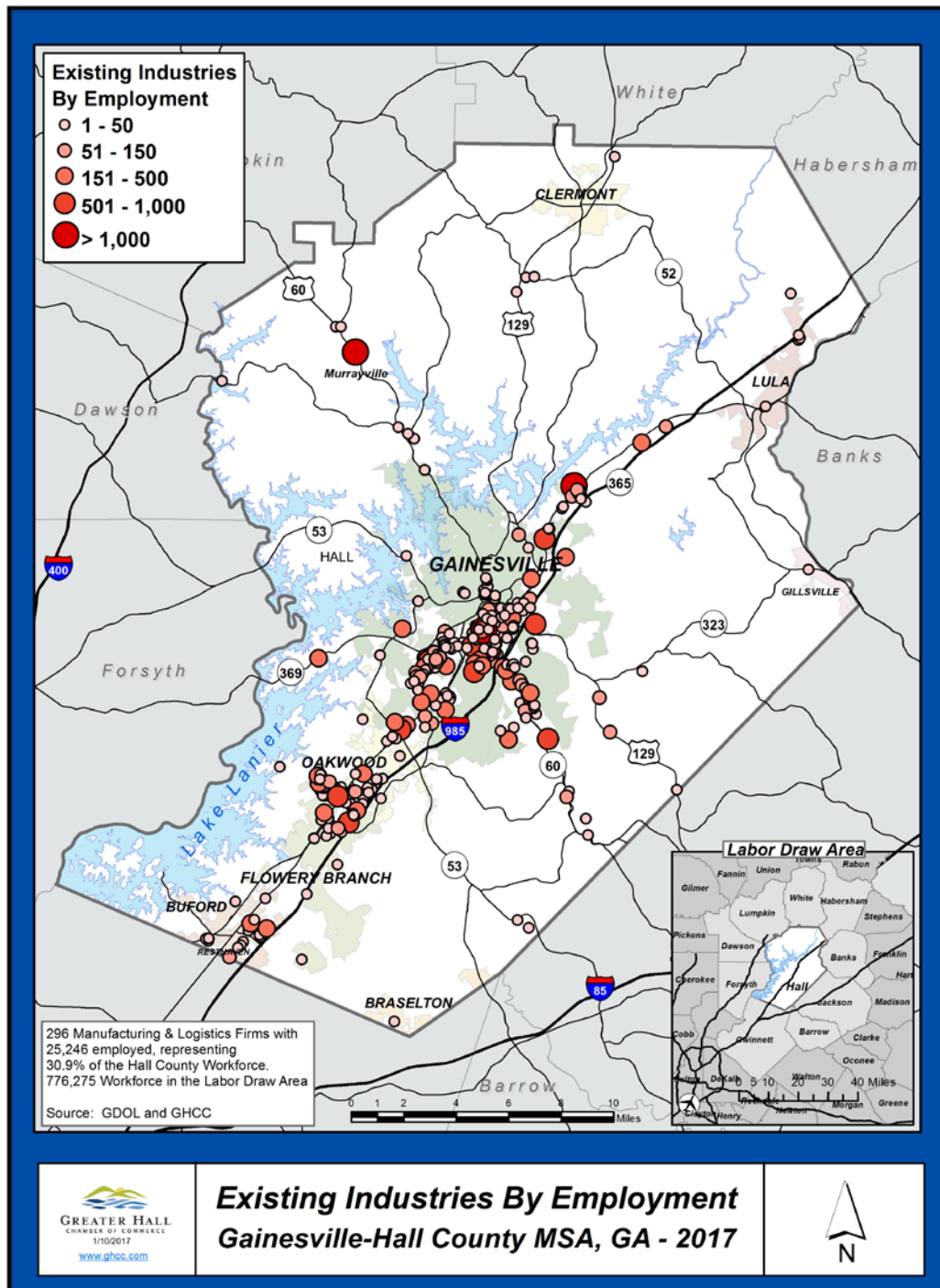


Exhibit “B”: Hall County, International Business Locations:

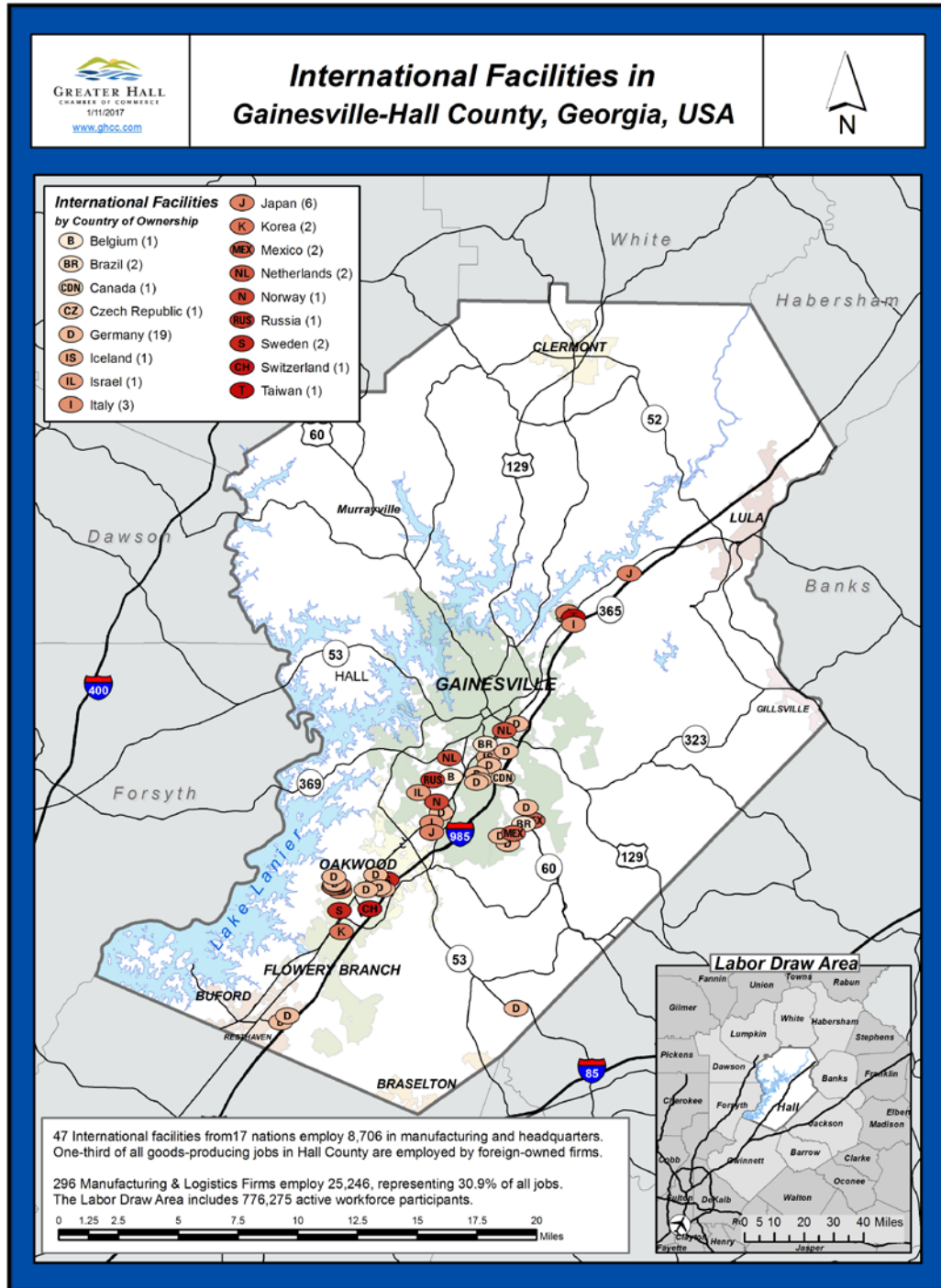


Exhibit “C”: 2017 Less Developed Census Tracts for Gainesville-Hall County:

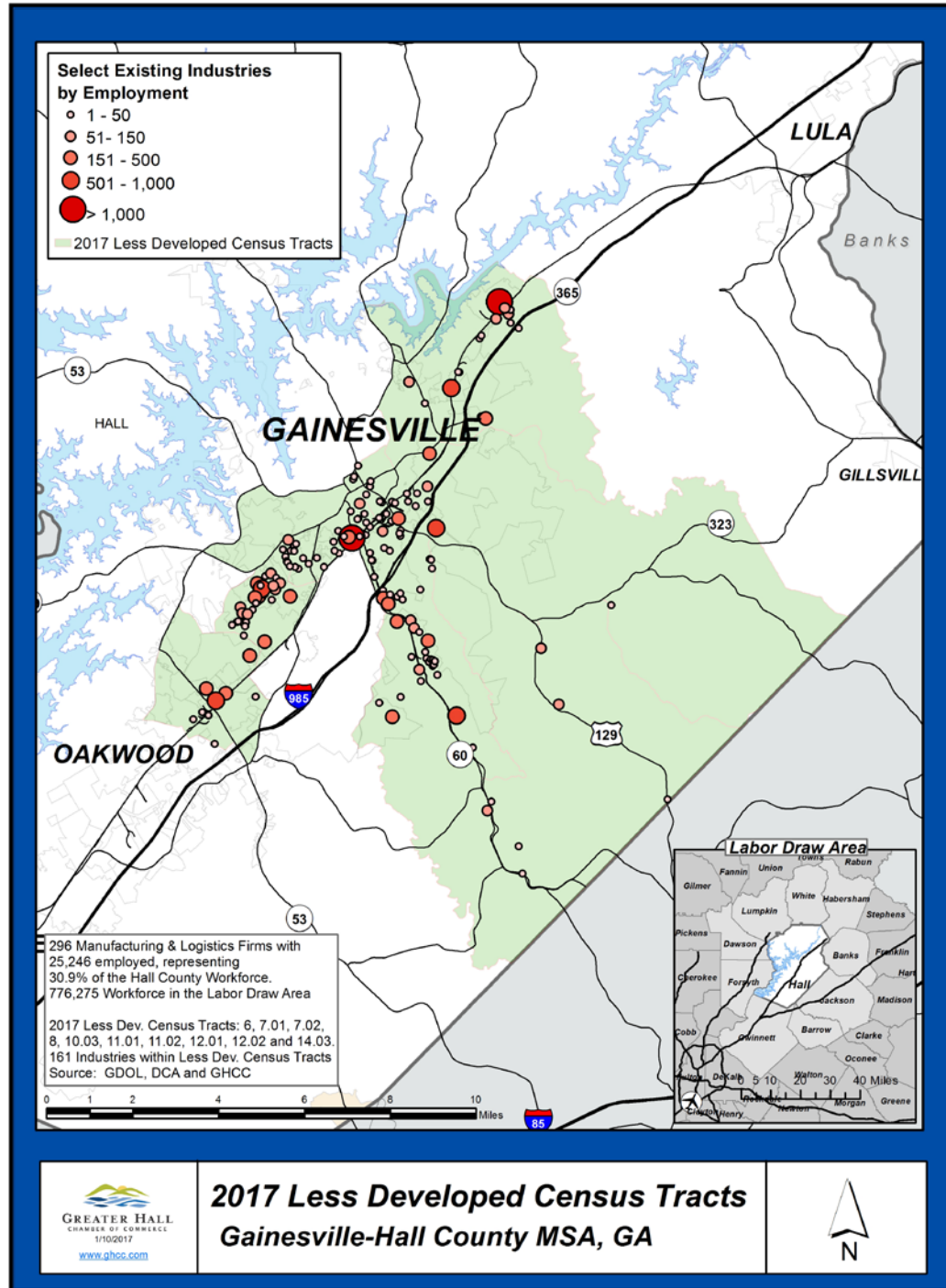


Exhibit “D”: Primary Retail Trade Area for Gainesville-Hall County:

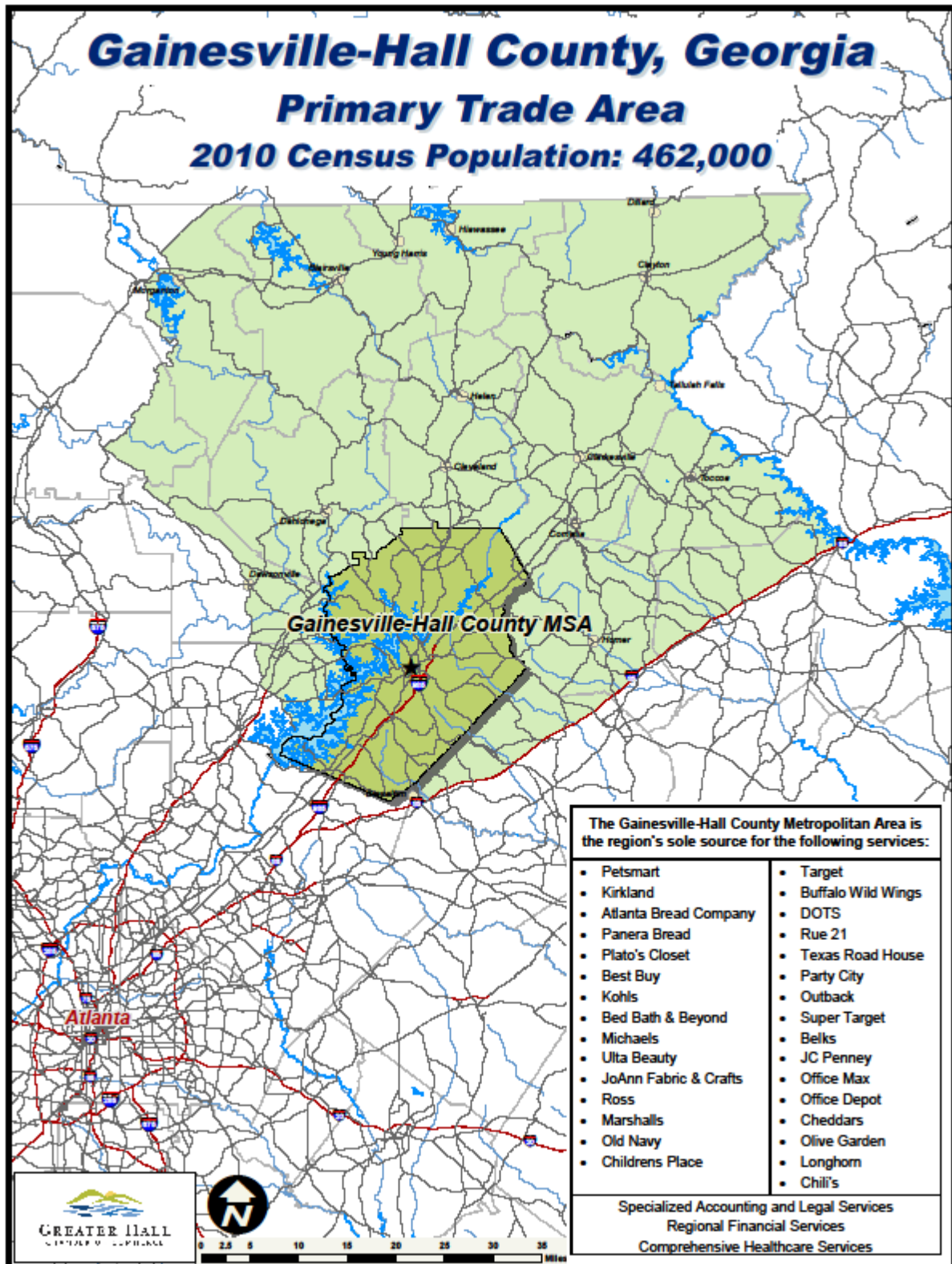
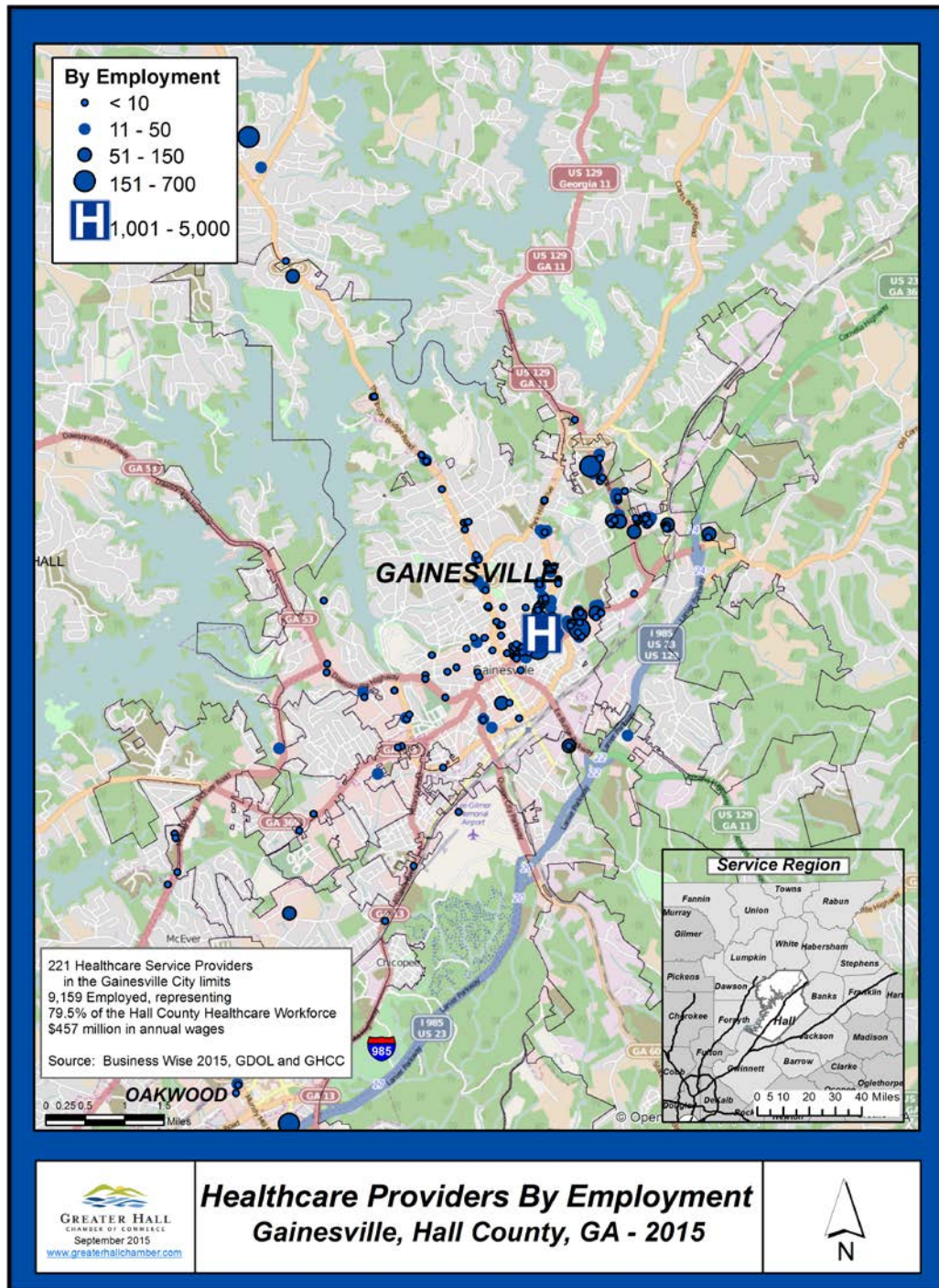


Exhibit “E”: The Healthcare Service Providers by Employment in the City of Gainesville:



EDC Board Members FY 2017

Term Expiration	First	Last	Company
EDC Chair	Brian	Rochester	Rochester & Associates
EDC Vice Chair	Darrell	Snyder	Georgia Power Company
EDC Immediate Past Chair	Chris	Braswell	PB Property Management
Treasurer	Jimbo	Floyd	Turner, Wood & Smith
GHCC Chair	Lee	Hemmer	The Simpson Company
GHCC Chair-Elect	Perry	Barnett	Rushton
Term Expiration	First	Last	Company
Fixed	David	Abee	Gainesville Redevelopment Authority
Fixed	Bill	Andrew	City of Flowery Branch, City Manager
Fixed	Benny	Bagwell	Investment Assistance
Fixed	Dennis	Bergin	City of Lula, City Manager
Fixed	Stan	Brown	City of Oakwood, City Manager
Fixed	Paul	Chambers	AT&T
Fixed	Danny	Dunagan	City of Gainesville, Mayor
Fixed	Kit	Dunlap	Greater Hall Chamber of Commerce
Fixed	Wanda	Creel	Gainesville City Schools, Superintendent
Fixed	Sam	Evans	City of Oakwood, Councilman
Fixed	Randy	Knighton	Hall County Administrator
Fixed	Heather	Feldman	Georgia Mountains Regional Center
Fixed	Richard	Higgins	Hall County Comm., Chairman
Fixed	Mike	Miller	City of Flowery Branch, Mayor
Fixed	Pao	Sengkhammee	Oakwood Development Auth.
Fixed	Elizabeth	Higgins	Vision 2030
Fixed	Bryan	Lackey	City of Gainesville, City Manager
Fixed	Dr. Ray	Perren	President Lanier Technical College
Fixed	Bill	Sanders	Jackson EMC
Fixed	Will	Schofield	Hall County Schools, Superintendent
Fixed	Milton	Turner	City of Lula, Mayor
Fixed	Tracy	Vardeman	NEGA Health System, Inc.
Fixed	Philip	Wilheit	GHCDA
Fixed	Mark	Winters	Georgia Department of Labor
Term Expiration	First	Last	Company
6/30/2017	Jimmy	Adams	The Adams Companies
6/30/2017	Dan	Carey	BB&T
6/30/2017	Doug	Carter	Don Carter Realty Company
6/30/2017	Will	Cobb	The Norton Agency
6/30/2017	Denise	Deal	The Sassaphras Group
6/30/2017	Mike	Holman	Baldor Electric
6/30/2017	Tate	O'Rourke	University of North Georgia
6/30/2017	Jim	Walters	Walters Property Management
6/30/2017	R.K.	Whitehead	Whitehead Die Casting
6/30/2017	John	Wright	Springer Mountain Farms
6/30/2018	William	Bagwell	Homestead Investments
6/30/2018	Suzanne	Erickson	Brenau Business School
6/30/2018	Bill	Hall	Murray Plastics
6/30/2018	Brent	Hoffman	Berkshire Hathaway
6/30/2018	Philip	Lindenstruth	ZF Industries
6/30/2018	David	Lloyd	Liberty Utilities
6/30/2018	Scott	McGarity	McGarity's
6/30/2018	Greg	Ours	Poly Enterprises
6/30/2018	Frank	Simpson	The Simpson Company
6/30/2018	Phil	Sutton	Kubota Manufacturing Company
6/30/2018	Tread	Syfan	GHCDA
6/30/2018	Alex	Wayne	Radial Property Group

Business Plan 2016-17

Synopsis

Lee Hemmer – Chairman of the Board

Perry Barnett – Chair-Elect

Kit Dunlap – President & CEO

Effective July 1, 2016

The Mission of the Greater Hall Chamber of Commerce is to improve the overall business climate for its members' growth, promote community development, facilitate political action and enhance the quality of life.

- The Officers and the Board of Directors of the Greater Hall Chamber of Commerce shall set the overall direction of the Chamber with the adoption of the current year Business Plan and Budget.
- The Chairman of the Board and Officers shall work together with the President / CEO to carry out the recommendations of the GHCC Business Plan, as well as the plans of the Economic Development Council and HALLmark 2015-20. The Chairman shall preside over the GHCC Executive Committee and Board of Directors meetings.
- The President / CEO shall oversee the divisions, staff and operations of the Greater Hall Chamber of Commerce, Economic Development Council, and HALLmark.
- The Chairman of the Board, the President / CEO, and the Vice President of Economic Development shall be the primary spokespersons for the Chamber.
- The Chamber shall adopt appropriate policies to support the mission and By-laws of the Chamber.

Personnel

- The President / CEO shall review annual performances and measurable goals with Chamber staff and recommend any salary / benefit increases as well as any staff changes. All personnel shall have the same procedure for review.
- The President / CEO shall review with VP Finance / Human Resources any personnel policy changes and recommend any changes (Ex: time off, vacation time, insurance, retirement plan, etc.). By-Laws and policies shall be reviewed annually.
- Training programs and seminars shall be offered to all staff to enhance job performance.
- Examine the need for any additional and/or changes in personnel.
- A succession plan for a future President / CEO has been adopted.
- **Develop a Chamber Policy Manual. (*Priority)**

Facility

- Monitor operating costs of Chamber building and recommend any maintenance, furnishings, or additions to building.
- Monitor the building and property adjacent to Chamber, acquired in 2014.

Equipment

- Monitor present equipment, furniture and fixtures needs. Recommend any new purchases.
- Continual evaluation of telecommunications systems (computers, telephone, etc.) and recommend updates with Vice President of Finance.
- Examine contracts, services and costs from equipment / service vendors (fax, long distance telephone, health insurance, accounting services, annuity programs, etc.).

Finance

- Monitor Finance & Audit committees.
- With Chamber Treasurer, VP Finance and all staff, continually monitor revenue and expenses with emphasis on cutting unnecessary expenses. Maintain four months reserve for Chamber & EDC.
- Examine and implement new revenue/non-dues income producing programs with assistance from finance, membership staff and Chamber Executive Board.
- Encourage additional governments to participate financially in the Economic Development Council.
- Monitor investments of the HALLmark 2015-20 programs and collection of investments.
- Continue monitoring of membership dues and retention. Emphasize collections for membership and events.

HALLmark...HALLmark 2015-20

- The President and HALLmark Committee continue to market HALLmark program.
- Follow-up with potential investors.
- Communicate regularly with investors.
- Carry out the plans for the HALLmark programs 2015-20.

2016-17 Business Plan

- Continue to develop and execute a Workforce Development Plan in partnership with schools and universities.
- Implement the business plan with a mid-year review. Monitor Division goals.
- Emphasis on improving retention of current members. Expand membership by increasing new members.
- Allocate needed time for Chamber divisions as necessary to accomplish goals.
- Highlight the VISION 2030 plans in all Chamber programs. Develop action plans, goals, facilitation and costs of program.
- Have open communication and interaction with all government entities.
- Have open and on-going communication with Chamber Board and members.
- Involve Board of Directors in the operation of Business Plan with committee assignments.
- Continue participation and support role in community / regional / state activities that benefit Chamber Business Plan.
- Continue the effort to build diversity in Chamber membership and leadership (Ex: small business, industry, minorities, all areas of county).
- Encourage regional cooperation in activities as transportation, water, legislative issues, etc.

2016- 17 Priority / New Initiatives

- **Continue to develop and execute a Workforce Development Plan / Develop a video.**
- **Create jobs with new and existing industry, retail, service sectors, small business.**
- **Membership – new and retention. Increase membership overall.**
- **HALLmark 2015-20 follow-up with investors; the initiatives, the goals and programs (seek new investors).**
- **Continued communication with members, governments and community.**
- **Revise initiatives of VISION 2030.**
- **Develop a Chamber Policy Manual.**
- **Update our membership database / Membee or change to new provider.**
- **Website redevelopment.**

Volunteer Leadership

Lee Hemmer, The Simpson Company
Chairman of the Board

Perry Barnett, Rushton
Chair-Elect

Jimbo Floyd, Turner, Wood & Smith Insurance
Treasurer

Chamber Staff

Kit Dunlap
President & CEO

Chamber Divisions

Economic Development

- Continue the development of a Workforce Development Plan.
- Facilitate with government officials and private businesses to work together to achieve economic development goals for all of Gainesville and Hall County for increasing the tax base and providing quality jobs.
- Encourage and facilitate expansion of existing industries, retail development and downtown development.
- Actively solicit new business and industry to community.
- Develop bi-monthly Industry Roundtable tours and discussions.
- Emphasis on small business and the Small Business Seminars.
- Coordinate quarterly meetings with commercial Realtors and developers.
- Facilitate plans for new Industrial / Business Park / Retail Centers...(public / private partnerships).
- Work with public / private entities to fill current spec buildings and maintain spec building inventory.
- Provide Job Fairs and job search information.
- Enhance the Drugs Don't Work program.
- Facilitate action to expand and improve infrastructure (water, sewer, roads, telecommunications) throughout Gainesville and Hall County.
- Work with residential Realtors and home builders in promoting quality of life in Hall County.
- Target life science / biotech companies to locate in our community.
- Implement the VISION 2030 initiatives into the Chamber Economic Development Program.
- Support the SCORE Program.
- Work with Gainesville-Hall County Development Authority to promote economic development.

Education

- Develop and promote workforce development programs to ensure the highest quality workforce/talent.
- Continue the business-education partnership and promote communication among all educational institutions and the business community.
- Implement the VISION 2030 Education initiative into the Chamber programs.
- Develop new youth apprenticeship programs in technology, education and healthcare, as well as, teacher internships.
- Continue strengthening Partners in Education Program.
- Identify and develop capable diverse community leaders through GHCC Leadership programs.
- Continue to develop and improve the Leadership Hall County and Youth Leadership Hall County Program and support the Senior Leadership Program, The Wisdom Project.
- Continue to develop programs to improve links to diverse community focusing on business.
- Advise the Medical Scholars Program in partnership with Brenau University.
- Support the SCORE Program.

Community Development

- Enhance the Healthcare Committee plan of action to address issues effecting business.
- Provide community update on Healthcare Reform.
- Promote wellness initiatives and events / the 5K Chamber Chase / HealthSmart Expo / Healthcare Reform Seminar.
- Continue promotion of Agribusiness partnering with Hall county Extension Office.
- Increase awareness of the importance of community beautification and cleanliness.

Government Affairs

- Facilitate working relationships and dialogue between governments and the business community.
- Educate and facilitate discussions with businesses, citizens and government on transportation issues.
- Study and develop action on issues: (Ex: water quality and quantity, green space, transportation, waste water service, workforce development and other timely community, state and federal issues).
- Facilitate meetings to examine the SPLOSTS - Infrastructure and Education SPLOST programs.
- Provide a forum for elected officials to interact with business community.
- Provide Chamber members with updates on issues affecting business.
- Facilitate community meetings and forums for potential elected officials.
- Continue to promote VISION 2030 involving government and community.

South Hall Council

- Promote South Hall Business Coalition programs and venues.
- Facilitate regular meetings with cities of Oakwood, Flowery Branch, Braselton, Buford and business community to identify particular needs and interests of South Hall.
- Educate and promote the adoption of quality growth plans throughout Gainesville and Hall County through planned infrastructure (water, sewer, roads, telecommunications).
- Involve more volunteers from South Hall area in Chamber activities and South Hall Council.
- Educate and promote our Healthcare facilities and physicians in South Hall / the Northeast Georgia Medical Center – Braselton and physicians groups and healthcare providers.

Marketing & Communications

- Communicate regularly with Chamber members through *Business Link*, eBiz, general mail, social media and personal visits. Evaluate each communication method.
- Continued development of website and social media and other communication methods.
- Survey membership for member needs as needed.
- Update all marketing materials, examining costs and need.
- Provide marketing workshops for members.
- Produce annual marketing materials; map, community magazine, GA Trend feature, Atlanta Business Chronicle feature and others.
- Work closely with local media, The Times and Access WDUN.

Membership

- Top priority is retention of members and collection of membership dues.
- Increase new memberships / set goals.
- Increase membership base, evaluate the membership dues structure, add benefits.
- Work with Board Members and staff to encourage them to sign two (2) new members during year. Continue to strengthen the Chamber programs with involvement of new people on committees and boards.
- Examine all events for revenue / expenses / staff time.
- Continue to improve member relations program, stressing benefits of Chamber membership, appreciation and participation.
- Create new non-dues revenue for the Chamber programs.
- Increase communication with membership through personal contact from staff and volunteer leadership (visit, call, note, etc.).
- Maintain up-to-date membership database and benefits of the software program for membership.
- Organize and implement special membership events (Ex: New Member Orientation Breakfasts).
- Examine our present membership database / Membee.

VISION 2030

- Prioritize goals and initiatives of VISION 2030.
- Examine "Big Ideas" and make recommendations for any changes.
- Solicit new Board Members and new Committee Members.
- Communicate VISION 2030 Initiatives to public.
- Continued development of VISION 2030 website and other marketing initiatives.
- Develop a VISION 2030 video.

Finance & Operations

- Oversee Finance and Audit committees.
- Encourage Chamber divisions to develop "cost centers" with all programs.
- Provide financial data and reports re: GHCC, EDC, HALLmark, VISION 2030.
- Continuous monitoring, billing and reconciliation of current HALLmark programs and HALLmark 2015-20.
- Update Chamber handbook and financial policies.
- Oversee the Chamber's 501C3 Foundation.
- Oversee Chamber's facility improvements and maintenance.
- Oversee the property acquired next door to Chamber (maintain rental property and landlord / tenant relationship).
- Oversee Chamber Welcome Center.
- Oversee Chamber IT operations / phone system.
- Provide human resource services for Chamber staff.
- Evaluate staff salaries / benefits.
- Provide accounting and financial services to Gainesville and Hall County Development Authority.

HALLmark...2015-20

- Continue monitoring the HALLmark 2015-20 Program and present investors.
- Seek new investors.
- Monitor funds from HALLmark and the programs funded.
- Communicate regularly with HALLmark Investors.
- Develop a HALLmark Investor program / special events and recognition.

HALLmark Initiative...2015-20

The following programs are funded by HALLmark investments for 2015-20...

Economic Development

- Facilitate government and community support of Economic Development Council initiatives and programs.
- Continue to develop and implement a Workforce Development Program.
- Develop specific marketing plans to attract new diverse business (life science, manufacturing, office).
- Proactively market Gainesville / Hall County sites for new business locations (commercial / industrial / retail).
- Proactively assist in developing retail initiative for Gainesville / Hall County.
- Further develop support for existing business support (industry, healthcare, tourism and small business).
- Continue development of meaningful small business programs and support.

VISION 2030

- Develop action steps programs and implement VISION 2030 initiatives.
- Prioritize VISION 2030 initiatives / Big Ideas.
- Identify citizens to lead the action steps.
- Develop funding and personnel resources for VISION 2030 future.

Education

- Continue to support Gainesville / Hall County School Systems, private schools, colleges and universities to provide an educated and quality workforce...Continue the development of a Workforce Development Program.
- Grow the apprenticeship and internship programs to provide an educated and quality workforce.
- Continue to evaluate and expand Leadership Hall County Program.
- Implement a Sponsorship program for Leadership Hall.
- Continue to evaluate and expand Youth Leadership Hall Program.
- Strengthen Partners in Education school and business relationships.
- Support the senior leadership program (The Wisdom Project/VISION 2030).

Issues / Infrastructure

- Study and address issues important to the business community.
- Facilitate and support, in partnership with government, the development of sewer service throughout Hall County.
- Support / educate community regarding the need to protect and enhance water quantity / quality (Region, State, Lake Lanier).
- Identify the transportation priorities and promote transportation plans in Gainesville / Hall County and Region.
- Examine and promote the need for new Industrial/Business Parks & Retail Centers in Gainesville / Hall County.

Government Relations

- Continue facilitation of government cooperation (governments together & governments with business).
- Develop strong local partnerships to advocate for business on local, state and federal level.
- Educate business community on issues effecting business.
- Monitor the Education SPLOST.
- Monitor the Infrastructure SPLOST.

Communications

- Continue to improve and update *Business Link* (Chamber monthly newsletter).
- Continue update of website for communication with members and business relocations.
(www.greaterhallchamber.com)
- Enhance e-letter (eBiz) to members.
- Continue development of social media for communication to Members.
- Continue development of on-going public relations with local and state media for the Chamber and Economic Development Council.
- Continue communication with local, state, national developers / consultants.

Community Development

- Expand scope of Healthcare Committee to address issues for business regarding healthcare.
- Support for Healthcare events; 5K Chamber Chase, HealthSmart, Healthcare Reform Seminar.
- Continue spotlight and support of Agribusiness.
- Continue support of community Beautification.

HALLmark Initiative – 2015-20

- Goal of \$2,250,000 for the 5 year HALLmark 2015-20 has been met.
- Continue to pursue new investors and monitor investments.
- The HALLmark Team and GHCC Executive Board will continue to solicit investments and monitor the HALLmark program initiatives.

Volunteer Leadership

*Paul Chambers, AT&T
Randall Frost, Stewart, Melvin & Frost
David Lee, Jackson EMC
Co-Chairs, HALLmark*

Chamber Staff

*Kit Dunlap
President & CEO*

*Gerri Collins
Executive Assistant*

*David Umberson
Vice President, Finance & Operations*

Economic Development Division / Economic Development Council

...To provide economic development services for all of Hall County, including Gainesville, Flowery Branch, Oakwood and Lula, through contractual agreements; attract and recruit new business and industry; support existing business and industry; market the community and encourage broad-based community support for quality economic growth and development.

New Business & Industry Recruitment

New announcements and expansions totaling \$125 million / stretch goal of \$150 million capital investment, 500 jobs and 100 acres of commercial development, with focus on technology / biotech related businesses and workforce talent...and continued focus on manufacturing / warehousing-distribution with large capital investment, high wages and with consideration of impact on the environment.

- Proactively network with real estate brokers, GDECD, Georgia Power, Jackson EMC, Georgia EMC, etc. for new business.
- Coordinate community visits of prospects.
- Hold regular meetings with commercial brokers.
- Target Life Science and technology industry.
- Continue active marketing efforts for public and private industrial / business parks, sites and buildings.
- Continue working with retail brokers and developers that will bring new retail centers to Hall County.
- Continue update of the economic development website - www.greaterhallchamber.com.
- Implement marketing plan for new business: advertising, public relations, direct mail, trade shows, calendars, e-mail, social media.
- Continue use of Economic Cost Benefit Analysis for new and existing industry provided by Georgia Tech (LOCI).

Existing Industry

Continue proactive "call" program on existing companies to identify issues, concerns and expansion opportunities for the purpose of matching needs to resources and to be a conduit for information to the business community and the local governments on behalf of employers. Goal of 80 existing industry visits / calls annually.

- Continue to develop and execute a Workforce Development Plan, including a communication plan.
- Create programs as needed to address needs of existing industries.
- Build on an active Industry Roundtable schedule, program and venues.
- Market the Drugs Don't Work program to effect reductions in worker's compensation insurance for local business and to provide drug free work places.
- Facilitate and support the Human Resource Council to provide interaction among our existing business officials.
- Facilitate and market workforce development programs: Job Fairs, work based learning coordinator tours, presentations to employers and educators, etc.
- Provide Wage & Benefit Report, Incentive Brochure, Industrial Directory, environmental and trade information.
- Existing Industry Awards on annual basis.

Community Improvement for Economic Development

Improve the business environment and the necessary infrastructure needed for continued economic development success for Gainesville / Hall County.

- Continue pro-active interaction with elected officials to promote economic development.
- Advocate to secure sewer throughout Hall County.
- Advocate for new / improved transportation arteries through Gainesville / Hall County.
- Work with local governments and private entities to encourage and facilitate new industrial and mixed use technology parks with all infrastructure in place.
- Support Business Incubator (Communiversity / Manufacturing Development Center) with the public / private entities.
- Continue communication with all infrastructure / telecommunication providers to ensure that Hall County remains competitive in offering services to industry segments.
- Continue to encourage additions to the community's infrastructure that enhance the quality of life for existing workforce talent and new talent that will be recruited to the community.
- Work closely with Hall County and other government entities on the development of the 365 corridor.
- Continuing education to broaden scope and skills for economic development.
- Develop new business park sites with public / private partnerships, i.e. Gainesville Business Park and Gateway Industrial Park.
- Facilitate action on: TADs (tax allocation districts), CIDs (community improvement districts), Opportunity Zones.
- Work with Lanier Technical College to help develop the new campus on 365 North.

Small Business

- Educate entrepreneurs and small business owners on various topics through small business regular programming.
- Resource for small business entrepreneurs starting a business.
- Support the Small Business Council's agenda for programs.
- Monthly recognition of small business.
- Support South Hall Business Coalition and special Marketing Workshops.
- Support the SCORE initiative.

Economic Development Initiatives / Evaluation

- Seek new funding partners for Economic Development (Braselton, Buford, etc.).
- Staff for Economic Development evaluation / and costs.
- Evaluate the By-Laws of EDC and number of members.
- Workforce Development Task Force and initiatives.

Special Events

Workforce Development Programs
Visits by developers and prospects
Special Developer Events
Facilitate Economic Development public meetings
Facilitate regular commercial broker meetings
Transportation Forum
Small Business Events; Recognition
Industry Appreciation & Awards Event
Manufacturing Appreciation Week
Buy Local Expo
Job Fairs

On-Going Activities / Committees

Economic Development Council Board (monthly)
Small Business Program (monthly)
Human Resources Council (monthly)
Environmental Health & Safety Committee (EHS)(as needed)
Investment Assistance Committee
Commercial Real Estate Council
Gainesville / Hall County Development Authority
Gainesville Redevelopment Authority
Georgia Economic Developers Association
Industry Roundtable (bi-monthly)
Drugs Don't Work (monthly)
GMRDC Regional Economic Development Group
ICSC Meetings
Regional Business Coalition (bi-monthly)
Work Based Learning Coordinator Tours (monthly)

Volunteer Leadership

Brian Rochester, Rochester & Associates
Chair, Economic Development Council

Darrell Snyder, Georgia Power
Vice Chair, Economic Development Council

Benny Bagwell, Jackson EMC
Investment Assistance Committee

Jimmy Adams, Adams Transfer & Storage
Chair, Transportation

Mike Giles, Georgia Poultry Foundation
Chair, VISION 2030 Transportation

Jim Grier, Champion Capital Alliance
Chair, Small Business Council

Steve Naughton, Enterprising Solutions
Co-Chair, Small Business Council

Philip Wilheit, Wilheit Packaging
Chair, Gainesville / Hall Co Development Authority

Chamber Staff

Tim Evans
Vice President, Economic Development

Shelley Davis
Vice President, Existing Industry

Amanda Lewis
Project Manager, Economic Development

Garrett Wiley
Project Manager, Economic Development

Education Division

...To direct and guide business-education partnerships and promote communications between all education institutions and the business community.

Business / Education Partnerships

- Continue to assist in development and execution of a Workforce Development Program.
- Promote excellence in the Partners in Education program to strengthen the relationship between schools and business community; continue to solicit businesses for Partners in Education with all Gainesville / Hall County schools; Set areas of concentration for PIE.
- Provide leadership for school-to-career initiatives (apprentice, intern, job shadow, mentoring programs) through the QUEST program in order to increase employability of Gainesville / Hall County students.
- Continue to support Lanier Charter Career Academy...its facility and programs as well as other Charter Schools.
- Promote the importance of technology, healthcare and education in school-to career opportunities in order to meet future work force demands.

Leadership Hall County

- Identify and develop capable and diverse community leaders through Leadership Hall County.
- Involve Leadership Hall County participants in Chamber activities and programs.
- Continue to evaluate Leadership Hall programs and involvement of alumni.
- Leadership Hall will develop an annual community service project.

Youth Leadership Hall County

- QUEST (Quality Education Strategy Team) Council to inform, motivate and increase the awareness of selected high school juniors and seniors on the Gainesville / Hall County Community.
- Educate and retain capable and diverse community leaders through Youth Leadership Hall.
- Familiarize Youth Leadership Hall County with the assets and resources available in Gainesville / Hall County.
- Youth Leadership Hall will strive to have representation from public and private schools and from diverse businesses, government, education and non-profits.

Other

- Explore avenues to involve Hispanic and other minority businesses in Chamber.
- Support The Wisdom Project, a senior leadership program of GHCC's VISION 2030 and Brenau BULLI program.

Special Events

*Leadership Hall County Events
Youth Leadership Hall County Events
Leadership Hall Alumni Event*

Volunteer Leadership

*Deborah Mack, Community Volunteer
Vice Chair, Education*

On-Going Activities / Meetings

*QUEST Council
Leadership Hall County Programs (monthly)
Youth Leadership Hall County Programs (monthly)
Partners in Education
Youth Apprenticeship Program
The Wisdom Project (Senior Leadership)
Medical Scholars Program*

Chamber Staff

*Dana Miller
Vice President, Education*

Community Development Division

Healthcare

- Further develop Healthcare Committee to address issues effecting business (awareness and access to services, Northeast Georgia Health System, physician groups, healthcare costs, Healthcare Reform).
- Work with VISION 2030 and Healthcare Committee to encourage Community Wellness Programs.
- Organize healthcare events with volunteers / 5K Chamber Chase, HealthSmart Expo, Healthcare Reform Seminar.

Beautification

- Increase awareness of the importance of beautification, community cleanliness and enhancement programs (with Keep Hall Beautiful, Chamber and Beautification Committee and Hall County Green Alliance).
- Continue the Residential and Business Beautification awards.
- Continue to promote Adopt a Park Program in partnership with the City of Gainesville.
- Organize and participate in Annual Arbor Day Program.
- Promote Art and Essay Contest in conjunction with Arbor Day.
- Develop and coordinate community grants.

AgriBusiness

- Continue promotion and support of Hall County agribusiness.
- Work with Hall County Extension Office on agribusiness events.
- Meet with Agriculture Business Committee.

Welcome Center

- Assist visitors, callers, website with inquiries / operate the Chamber Visitor Center.
- Send relocation information as requested.
- Issue Certificates of Origin.

Special Events

Agribusiness Awards / Farm City Breakfast (November 2016)
Arbor Day Celebration (February 2017)
Healthcare Reform Seminar (August 2016)
HealthSmart Expo (October 2016)
5K Chamber Chase (March 2017)

Volunteer Leadership

Lila Weaver Westmoreland, Brenau University
Vice Chair, Community Development

Dr. David Miller, Brenau University
Chair, Healthcare Committee

On-Going Activities / Meetings

Beautification Committee
Agribusiness Committee
United Way of Hall County
Keep Hall Beautiful
Adopt a Park
Hall County Green Alliance

Chamber Staff

Robin Halstead
Vice President, Community Development

Mandy Lathem
Vice President, Membership / Events

Amanda Lewis
Project Manager, Economic Development

Government Affairs Division

...To facilitate political cooperation that will promote a unified Hall County; to advocate local, state and federal issues that effect business.

Core Issues

- Study and address issues that effect business and the community.
- Develop an annual “white paper” on community issues and present to government leaders.

Government Partnerships

- Strengthen public / private partnerships in economic development, leadership and community issues.
- Provide an arena in which government partnerships can be created to address needed water and waste water capacity and transportation arteries in all areas of Gainesville and Hall County.
- Facilitate community; economic development vision.
- Enhance communications and partnerships with local / state / US elected officials.

Infrastructure

- Ensure that local and state elected officials are aware of business community infrastructure needs (transportation, sewer, water, green space, trails, etc.).
- Participate in transportation planning which includes cooperation with local, regional, state officials.
- Facilitate local interaction and cooperation with all governments and business community to address waste water, water, transportation and other infrastructure needs.

Water Issues

- Bring awareness of need to enhance water quality and quantity; Continued participation with the Metropolitan North Georgia Water Planning District and other water related organizations.
- Support expansions of water distribution and waste water systems to ensure that all of Hall County is served in a quality manner.
- Support for future water reservoirs (Cedar Creek, Glades Reservoir) and water conservation initiatives.
- Bring awareness and facilitate action for Lake Lanier with Corps of Engineers (water levels, recreation, economic impact).

Transportation

- Study and educate business and Hall County citizens on transportation needs and projects.
- Participate in Gainesville / Hall County MPO and other transportation initiatives.
- Determine business priorities for road improvements and new roads.

Healthcare

- Support Northeast Georgia Health System and the hospitals, Northeast Georgia Medical Center, Gainesville and Braselton.
- Support for local physicians.
- Educate businesses on Healthcare Reform.
- Study and facilitate action on healthcare issues in state legislature and in US Congress.
- Promote a culture of wellness among businesses.

Small Business

- Bring awareness of issues and government regulations effecting small businesses to our members.
- Facilitate regular seminars and programs pertinent to small business.
- Support for SCORE.

Political Forum

- Sponsor timely public forums for elected officials, political candidates and community issues.

Other

- Participate in Comprehensive Land Use Plans update.
- Evaluate annually the SPLOST programs (infrastructure and education).
- Participate in the SPLOST referendum (marketing and communication).
- Plan DC Fly-In every 2-3 years.

Special Events

Annual Eggs & Issues Legislative Breakfast (December 2016)
Annual State Legislative Event / Chicken Boxes (February 2017)
Annual Transportation Forum (March 2017)
South Hall Business Coalition government programs
Washington, DC Fly-in
Political Forums
Annual SPLOST update for Infrastructure and Education

On-Going Activities / Meetings

Issues Committee (monthly meetings)
Local government monitoring
Monitor water / waste water issues
Monitor sewer districts / lines throughout Gainesville and Hall County
Monitor transportation issues
Monitor local, state and federal legislation
VISION 2030 Transportation Committee

Volunteer Leadership

John Breakfield, Breakfield & Associates
Vice Chair, Government Affairs

Mike Giles, Georgia Poultry Foundation
Chair, VISION 2030 Transportation

Chamber Staff

Kit Dunlap
President & CEO

Garrett Wiley
Project Manager

South Hall Council

...Meeting the needs of South Hall and Business Community by facilitating interaction with all governments and the business community.

Core Issues

- Communicate and meet with South Hall Council members to develop strategies for promoting South Hall business, venues and issues.
- Coordinate South Hall Business Coalition Meetings promoting business information and networking.
- Develop new ideas, evaluate interest for programs.
- South Hall Marketing Workshops held annually.
- Study and promote infrastructure needs for the quality growth in South Hall.
- Support and coordinate South Hall government economic development activities through the Economic Development Council.
- Foster relationships with officials from Oakwood, Flowery Branch, Braselton and Buford...promoting interaction with these governments and the other governments in Hall County.
- Sponsor meetings in South Hall on community issues (healthcare, transportation, sewer development, etc.).
- Expand Chamber events held in South Hall County (Business After Hours, seminars, etc.).
- Partner with Northeast Georgia Medical Center Braselton, Physician Groups, Lanier Technical College, University of North Georgia, Lanier Islands, Road Atlanta, The Atlanta Falcons and other businesses to host special events in South Hall.
- Develop additional Chamber membership in South Hall.

Special Events

South Hall Business Coalition (monthly in South Hall)
Business Before Hours (quarterly)
Business After Hours (monthly)
Transportation Forum (March 2017)
Special Programs in South Hall
(Economic Development, Seminars, Annual Meeting)
Hackers Holiday Annual Golf Tournament (April 2017)

Volunteer Leadership

Andy Kalinauskas, Conditioned Air Systems
Vice Chair, South Hall Council

Chamber Staff

Mandy Lathem
Vice President, Membership / Events

Kara Tate
Vice President, Membership Sales

Marketing & Communications Division

...To communicate to members and the public, through various marketing tools, the many business programs and networking opportunities of the Greater Hall Chamber of Commerce, Gainesville-Hall County Economic Development Council and VISION 2030.

Communications

- Continue development of Chamber and VISION 2030 websites.
- Continue development and enhancement of social media (Facebook, etc.) for communication tool.
- Continue to monitor Business Link activities and use by members.
- Establish consistent electronic communications with members.
- Continue timely and regular communications through the *Business Link*, e-mail newsletter for general membership (eBiz), direct mailings & websites. Evaluate need for each communication method.
- Survey membership on communications annually.
- Establish working relationship with local and state media (Access WDUN, The Times, GA Trend, Atlanta Business Chronicle, etc.).
- Evaluate IRM and their marketing services.

Marketing and Public Relations

- Meet regularly with Marketing Council to support staff and Chamber programs.
- Develop an "annual sponsorship packet" / Goal-sell sponsorships a year in advance.
- Ensure that the Greater Hall Chamber of Commerce is marketing its programs, projects and services through its websites, social media, e-mail, public relations, advertising, direct mail, press releases, collateral material and other means.
- Encourage Chamber Staff to promote and encourage use of website for economic development, member benefits and membership directory.
- Look for additional marketing avenues! YouTube, Social Media, webinars, "Text by Choice", Facebook.

Special Projects

Continued update of Chamber website and VISION 2030 website.

Examine additional non-dues revenue by selling ad space on website.

Provide ability to pay for all events and membership on line. (*Priority)

Update Membership Recruitment package.

Update membership materials for marketing and new business solicitation.

Evaluate monthly general mailing for content, need, look and frequency.

Continue to communicate Chamber events and programs with general membership through eBiz.

Develop a consistent electronic communication plan with time line.

Continue to partner with The Times to publish monthly newsletter, Business Link.

Market the sponsorship / marketing package to members.

Provide special marketing seminars and workshops for Chamber members.

Quarterly communication to targeted economic development professionals and others.

Facilitate and update an economic development video(s). New videos for VISION 2030 and Workforce Development. (*Priority)

On-Going Activities / Meetings

Publish in partnership with The Times a monthly Business Link newsletter for members and the public

Monthly mailing to members consisting of upcoming programs, projects and activities and offer members the same service

Weekly eBiz to members

Special mail and email invitations to priority functions

Regular and timely press releases for ongoing media exposure and use on website

Encourage feature news stories for radio and newspapers

Facilitate regular Marketing Council Meeting

Provide timely website updates

Create disks, labels, rosters, etc. for members as needed

Volunteer Leadership

*Tate O'Rourke, University of North Georgia
Vice Chair, Marketing & Communications*

Chamber Staff

*Kit Dunlap
President & CEO*

*Kemie West
Marketing Consultant, Business Link Editor*

*Mandy Lathem
Vice President, Membership / Events*

Membership Division

...To provide benefits to Chamber members through pro-active Chamber programs and networking opportunities. Implement activities and value added services which will increase and sustain a strong membership base and provide members opportunities to grow their businesses.

Core Issues

- Goal – increase Chamber's membership base through new member sales and improved membership retention.
- Develop a strong Member Retention Plan. Involve Executive Board and Staff to develop a monthly plan of retention for members.
- Develop an on going membership collection plan.
- Continue implementation of retention plan involving the Board, Staff and Ambassadors.
- Survey membership for Chamber services report.

Continue a strong Membership Relations program

- Evaluate and continue Ambassador Committee activities consisting of volunteer members who actively contact Chamber members with emphasis on appreciation for their support, stressing benefits of their Chamber membership.
- Continue staff involvement and incentives in retention efforts and recruiting new members.
- Each Chamber Director and Chamber staff person will be responsible for recruiting a minimum of two (2) new members annually. Encourage Executive Committee and Directors to invite prospects to events.
- Implement the goal of contacting each member through our "Touch Plan" by staff and a "thank You" note from GHCC Executive Committee.
- Use of eBiz, *Business Link* and social media to engage and highlight current members.

Membership Recruitment

- Increase number of new members (150 members...net to Chamber loss vs. gain).
- Work with membership sales representative to sell memberships and meet Chamber goals for new members.
- Examine membership dues amounts on annual basis.
- Visit current chamber members and new prospects (set goal number for each week/month).
- **Have membership drive in January / February with goal of 100 new members. (*Priority)**

Membership Projects

- **Evaluate membership software (and use on website with ability to pay online). (*Priority)**
- Evaluate dues structure and fees and make recommendation to GHCC Executive Committee.
- Create new programs to generate non-dues income, while continuing to provide member services already in place.
- Re-evaluate fees charged for activities (Business After Hours, Expo, Hackers, membership materials, etc.)
- Business After Hours monthly (minimum of 9 annually).
- Evaluate non-dues revenue for web links and other web features with database.
- Host "new member" events bi-annually.
- Attend regional / state membership meetings to gain new ideas.
- Continue to enhance programs available in the database.

Annual Meeting and Gala

- Coordinate the Annual Meeting and Gala in Spring.
- Emphasize Chamber & Community Awards at Gala.

Special Events

Annual Hacker's Holiday Golf Tournament (April 2017)
New Member Breakfasts (bi-annually)
Membership Sales Drive (January / February 2017)
Annual Meeting & Gala (May 2017)
Annual Chamber & Community Awards (May 2017)
Annual 5K Chamber Chase (March 2017)
Annual HealthSmart Expo (October 2016)
Annual Buy Local Expo (February 2017)

Volunteer Leadership

Katie Dubnik, Forum Communications
Vice Chair

Chamber Staff

Kara Tate, Vice President, Membership Sales
Mandy Lathem, Vice President, Membership / Events

On-Going Activities / Meetings

Ribbon cuttings for new businesses (as needed)
Ambassador's Council (monthly)
Ambassador Mentor program
Nine Business After Hours events (minimum)
Encourage members to participate in monthly general mailing, insurance, mailing list, disk, labels, links to Chamber web page, advertising opportunities
Maintain current and correct membership database
Small Business of the Month recognition (monthly)
Ambassador Program and recognition
Lunch 'N Learn (monthly)
Network Over Coffee (bi-monthly)
Business Before Hours (quarterly)
New Member Breakfast (quarterly)

VISION 2030

VISION 2030, a Greater Hall Chamber initiative, began in 2004 and grew out of a special leadership summit. Community leaders learned about community visioning, heard from community leaders, and voted overwhelmingly to begin a similar process for Gainesville-Hall County ("What do we want to be in 2030!"). Some 1,000 Hall County citizens participated in forming a plan. The result was a comprehensive plan encompassing an action plan and communicate The Big Ideas (www.vision2030.org).

Core Issues

- Monthly Board meetings.
- Conduct regular meetings with Committee's leadership to review progress towards objectives.
- Evaluate all initiatives / addressing new initiatives.
- Continue development of VISION 2030 website and newsletter and other communication avenues.
- Foster relationships with officials from City of Gainesville, Hall County Government and other local governments.
- Communicate with local news media, elected officials, city and county governments, civic organizations and others with regard to the on-going activity of the VISION 2030 Initiative. This would include giving presentations to such groups.
- Solicit new Board Members and new Committee Members.
- Develop funding resources for future.
- **Develop a VISION 2030 video. (*Priority)**

Volunteer Leadership

*Melissa Tymchuk, Northeast Georgia Health System
Chair, VISION 2030*

Chamber Staff

*Elizabeth Higgins
Executive Director, VISION 2030*

Finance and Operations Division

...Safeguarding and enhancing the Chambers assets.

Finance

- Manage GHCC Finance & Audit Committees and responsibilities.
- Encourage each division to look at programs as "cost center", and be frugal in the implementation of programs.
- Conduct timely reviews with Department Heads, reviewing financial statements and determining budget variances.
- Assist in maintaining four times monthly operating expenses as cash reserve for GHCC and EDC.
- Perform ongoing cost comparisons throughout the year on significant Chamber purchases.
- Conduct ongoing review of anticipated purchases, requiring competitive bids from Chamber members for significant purchases.
- Implement cost cutting measures.
- Provide accurate and timely financial data to the GHCC Executive Board, GHCC Board, EDC, President and Staff.
- Prepare for and assist in the completion of the annual audit.
- Payroll processing for Chamber Staff.
- Insure the production of accurate and timely payrolls for Chamber staff.
- Provide for the accurate and timely processing of accounts receivable and payable for all Chamber Divisions.
- Processing of accounts receivable in an accurate and timely manner and timely payment of accounts payable.
- Convert HALLmark billing into Peachtree Accounting System.
- Continuous monitoring of HALLmark collections.
- Timely billing, collections and reporting of the HALLmark programs.
- **Continuous database update / Evaluate Membee for online pay. (*Priority)**
- Upgrade skills by attending seminar on financial management.
- Oversee the Chambers' 501-C3 Foundation.

Operations

- Review, report and implement short range facility improvements.
- Oversee property next door to Chamber and tenant.
- Oversee maintenance for Chamber building.
- Provide ongoing supervision of Welcome Center on a day to day basis for effective operation.
- Evaluate and update sales materials in Chamber Welcome Center.
- Oversee database management and computer operations.
- Monitor service provider performance for Chamber's IT maintenance.
- Prepare capital equipment budget for submission to President and board.

Human Resources

- Review personnel records and update same on internal database.
- Provide retirement and other personnel related information.
- Monitor health insurance costs and determine ways to reduce.
- Upgrade skills by attending Human Resources seminar/workshop.
- Update Personnel Manual and Finance Policies.

Special Projects

- **2016 new Chamber Policy Manual. (*Priority)**
- *Serve as staff point person for Chamber's bi-annual map project.*
- *Serve as staff accounting service for Gainesville / Hall Development Authority.*

On-Going Activities

- *Attend Executive Committee and Board meetings of GHCC, EDC, HALLmark, and give financial reports when necessary.*
- *HALLmark meetings.*
- *Gainesville / Hall Development Authority.*
- *Finance & Audit Committee meetings.*
- *Oversee Welcome Center at the Greater Hall Chamber.*
- *Oversee display for Welcome Center and inventory of merchandise.*
- *Attend Chamber Human Resources Council Meetings.*

Volunteer Leadership

*Jimbo Floyd, Turner, Wood & Smith Insurance
Treasurer; Chair, Finance Committee*

*R.K. Whitehead, Whitehead Die Casting
Chair, Audit Committee*

Chamber Staff

*David Umberson
Vice President, Finance & Operations*

*Robin Halstead, Manager, Welcome Center
Vice President, Community Development*

Greater Hall Chamber of Commerce, Inc.
(A Nonprofit Organization)

Financial Report
For the Years Ended
June 30, 2016 and 2015

GREATER HALL CHAMBER OF COMMERCE, INC.
Financial Report
For the Years Ended June 30, 2016 and 2015

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BLAIR C. DIAZ, CPA, PC
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Gainesville, Georgia 30501

Independent Auditor's Report

To the Board of Directors
The Greater Hall Chamber of Commerce, Inc.

Mailing Address:
P.O. Box 656
Gainesville, GA 30503

We have audited the accompanying consolidated financial statements of the Greater Hall Chamber of Commerce, Inc. (a nonprofit organization), which comprise the consolidated statements of financial position as of June 30, 2016 and 2015, and the related consolidated statements of activities, cash flows, and functional expenses for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of the Greater Hall Chamber of Commerce, Inc. as of June 30, 2016 and 2015, and the changes in its net assets and its cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

Blair C. Diaz, CPA, PC

BLAIR C. DIAZ, CPA, PC
Gainesville, Georgia
October 14, 2016

GREATER HALL CHAMBER OF COMMERCE, INC.
Consolidated Statements of Financial Position
June 30, 2016 and 2015

	<u>ASSETS</u>	
	2016	2015
Cash and cash equivalents	\$ 2,472,504	\$ 2,386,953
Pledges receivable, net	1,240,418	1,430,086
Other receivables	70,905	7,318
Prepaid expenses	21,717	19,562
Property and equipment, net	1,811,721	1,865,968
TOTAL ASSETS	\$ 5,617,265	\$ 5,709,887
<u>LIABILITIES AND NET ASSETS</u>		
Liabilities		
Accounts payable	\$ 11,371	\$ 17,328
Capital lease payable	8,180	10,886
Security deposit held	1,500	1,500
Accrued expenses	136,469	118,902
Deferred revenue	247,963	227,845
Total Liabilities	405,483	376,461
Net Assets		
Unrestricted		
Undesignated	3,551,278	3,468,254
Board designated	420,086	420,086
Total Unrestricted	3,971,364	3,888,340
Temporarily Restricted	1,240,418	1,445,086
Permanently Restricted	-	-
Total Net Assets	5,211,782	5,333,426
TOTAL LIABILITIES & NET ASSETS	\$ 5,617,265	\$ 5,709,887

The accompanying notes are an integral part of these financial statements.

GREATER HALL CHAMBER OF COMMERCE, INC.
Consolidated Statement of Activities
For the Year Ended June 30, 2016
(With Comparative Totals For the Year Ended June 30, 2015)

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>	<u>2015</u>
Revenues, Gains & Support:				
Contributions	\$ -	\$ 260,728	\$ 260,728	\$ 1,833,552
Contributions - in-kind	102,103	-	102,103	100,822
Membership dues	440,319	-	440,319	455,877
Government contracts	312,000	-	312,000	308,000
Grants	-	-	-	15,000
Program revenue	169,936	-	169,936	155,840
Rental income	24,400	-	24,400	24,000
Special events	182,733	-	182,733	158,948
Mngmt/Accounting services revenue	9,000	-	9,000	9,000
Sales and commissions	24,077	-	24,077	18,856
Miscellaneous income	9,590	-	9,590	8,545
Interest income	2,303	-	2,303	2,265
Net assets released from restrictions:				
HALLmark Initiative	465,396	(465,396)	-	-
Total Revenue, Gains & Support	<u>1,741,857</u>	<u>(204,668)</u>	<u>1,537,189</u>	<u>3,090,705</u>
Expenses:				
Cost of direct benefit to donors	56,777	-	56,777	56,362
Program Services				
General Chamber Activities	717,426	-	717,426	554,870
Economic Development	616,711	-	616,711	592,838
Total Program Services	<u>1,334,137</u>	<u>-</u>	<u>1,334,137</u>	<u>1,147,708</u>
Supporting Services				
Management and general	168,893	-	168,893	228,278
Membership development	51,353	-	51,353	49,422
Fundraising	47,673	-	47,673	93,430
Total Supporting Services	<u>267,919</u>	<u>-</u>	<u>267,919</u>	<u>371,130</u>
Total Expenses	<u>1,658,833</u>	<u>-</u>	<u>1,658,833</u>	<u>1,575,200</u>
Increase(Decrease) in Net Assets	83,024	(204,668)	(121,644)	1,515,505
Net Assets, Beginning of Year	3,888,340	1,445,086	5,333,426	3,817,921
Net Assets, End of Year	<u>\$ 3,971,364</u>	<u>\$ 1,240,418</u>	<u>\$ 5,211,782</u>	<u>\$ 5,333,426</u>

The accompanying notes are an integral part of these financial statements.

GREATER HALL CHAMBER OF COMMERCE, INC.

Consolidated Statement of Activities

For the Year Ended June 30, 2015

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
Revenues, Gains & Support:			
Contributions	\$ -	\$ 1,833,552	\$ 1,833,552
Contributions - in-kind	100,822	-	100,822
Membership dues	455,877	-	455,877
Government contracts	308,000	-	308,000
Grants	-	15,000	15,000
Program revenue	155,840	-	155,840
Rental income	24,000	-	24,000
Special events	158,948	-	158,948
Mngmt/Accounting services revenue	9,000	-	9,000
Sales and commissions	18,856	-	18,856
Miscellaneous income	8,545	-	8,545
Interest income	2,265	-	2,265
Net assets released from restrictions:			
HALLmark Initiative	601,399	(601,399)	-
Total Revenue, Gains & Support	<u>1,843,552</u>	<u>1,247,153</u>	<u>3,090,705</u>
Expenses:			
Cost of direct benefit to donors	56,362	-	56,362
Program Services			
General Chamber Activities	554,870	-	554,870
Economic Development	592,838	-	592,838
Total Program Services	<u>1,147,708</u>	<u>-</u>	<u>1,147,708</u>
Supporting Services			
Management and general	228,278	-	228,278
Membership development	49,422	-	49,422
Fundraising	93,430	-	93,430
Total Supporting Services	<u>371,130</u>	<u>-</u>	<u>371,130</u>
Total Expenses	<u>1,575,200</u>	<u>-</u>	<u>1,575,200</u>
Increase(Decrease) in Net Assets	268,352	1,247,153	1,515,505
Net Assets, Beginning of Year	3,619,988	197,933	3,817,921
Net Assets, End of Year	<u>\$ 3,888,340</u>	<u>\$ 1,445,086</u>	<u>\$ 5,333,426</u>

The accompanying notes are an integral part of these financial statements.

GREATER HALL CHAMBER OF COMMERCE, INC.
Consolidated Statement of Functional Expenses
For the Year Ended June 30, 2016 (with Comparative Totals for 2015)

	Program Services			Supporting Services				2015 Grand Totals
	General Chamber	Economic Development	Total Programs	Management and General	Membership Development	Fundraising	Total Supporting	
Compensation and related expenses:								
Salaries and wages	\$ 290,991	\$ 363,486	\$ 654,477	\$ 64,855	\$ 25,163	\$ 7,958	\$ 97,976	\$ 730,843
Group insurance	25,936	28,656	54,592	5,113	1,984	627	7,724	62,316
Payroll taxes	22,530	24,892	47,422	4,441	1,723	545	6,709	54,131
Pension plan	10,335	11,418	21,753	2,037	790	250	3,077	24,830
Total compensation and related expenses	349,792	428,452	778,244	76,446	29,660	9,380	115,486	860,745
Member programs:								
Leadership Hall	25,875	-	25,875	-	-	-	-	25,875
Job Fair	7,266	-	7,266	-	-	-	-	7,266
Ambassadors	2,955	-	2,955	-	-	-	-	2,955
Drugs Don't Work	1,009	-	1,009	-	-	-	-	1,009
Business After Hours	2,647	-	2,647	-	-	-	-	2,647
South Hall Business Coalition	3,200	-	3,200	-	-	-	-	3,200
Business Trade Shows	7,266	-	7,266	-	-	-	-	7,266
Human Resource Council	6,676	-	6,676	-	-	-	-	6,676
Vision 2030	8,030	-	8,030	-	-	-	-	8,030
Other	87,743	11,754	99,497	-	-	-	-	99,497
Total member programs	152,667	11,754	164,421	-	-	-	-	164,421
Operating expenses:								
Accounting and professional fees	-	-	-	11,923	-	-	11,923	14,775
Advertising, marketing and promotion	7,049	37,806	44,855	-	1,574	-	1,574	46,429
Bank charges	-	-	-	8,206	-	-	8,206	7,863
Board of directors expenses	-	-	-	12,939	-	-	12,939	13,815
Business development	2,196	20,090	22,286	-	-	-	-	20,633
Contract services	47,015	-	47,015	-	9,015	-	9,015	56,030
Depreciation	24,319	26,869	51,188	4,794	1,860	588	7,242	58,430
Dues, subscriptions, and affiliations	7,224	6,724	13,948	-	-	-	-	13,948
Insurance	-	-	-	12,268	-	-	12,268	11,347
Interest expense	483	-	483	-	-	-	-	190
Miscellaneous	-	-	-	6,132	4,594	-	10,726	6,132
Office expenses	4,969	5,490	10,459	980	380	120	1,480	11,437
Postage	6,500	7,181	13,681	1,281	497	157	1,935	17,303
Printing	65,615	1,381	66,996	-	-	-	-	66,996
Professional development	250	6,515	6,765	-	-	-	-	6,765
Rental and storage	-	-	-	1,375	-	-	1,375	1,625
Repairs and maintenance	20,229	22,350	42,579	3,988	1,547	489	6,024	50,838

The accompanying notes are an integral part of these financial statements.
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GREATER HALL CHAMBER OF COMMERCE, INC.
Consolidated Statement of Functional Expenses
For the Year Ended June 30, 2016 (with Comparative Totals for 2015)

	Program Services			Supporting Services			2015 Grand Totals
	General Chamber	Economic Development	Total Programs	Management and General	Membership Development	Fundraising	
Special events	-	-	-	-	-	36,235	36,235
Taxes and licenses	-	-	-	22,821	-	-	22,821
Telephone	3,640	4,021	7,661	717	278	88	8,744
Travel	5,546	16,057	21,603	1,093	424	134	23,254
Utilities	8,987	9,929	18,916	1,772	687	217	21,592
Website and internet	10,945	12,092	23,037	2,158	837	265	26,297
Total operating expenses	214,967	176,505	391,472	92,447	21,693	38,293	543,905
Total expenses	\$ 717,426	\$ 616,711	\$ 1,334,137	\$ 168,893	\$ 51,353	\$ 47,673	\$ 1,602,056
							\$ 1,518,838

GREATER HALL CHAMBER OF COMMERCE, INC.
Consolidated Statement of Functional Expenses
For the Year Ended June 30, 2015

	Program Services			Supporting Services			
	General Chamber	Economic Development	Total Programs	Management and General	Membership Development	Fundraising	Total Supporting
Compensation and related expenses:							
Salaries and wages	\$ 239,085	\$ 355,881	\$ 594,966	\$ 102,530	\$ 25,431	\$ 7,916	\$ 135,877
Group insurance	18,284	23,681	41,965	6,822	1,692	527	9,041
Payroll taxes	18,900	24,475	43,375	7,051	1,749	544	9,344
Pension plan	9,385	12,153	21,538	3,501	868	270	4,639
Total compensation and related expenses	285,654	416,190	701,844	119,904	29,740	9,257	158,901
							860,745
Member programs:							
Leadership Hall	25,343	-	25,343	-	-	-	-
Job Fair	8,866	-	8,866	-	-	-	-
Ambassadors	2,911	-	2,911	-	-	-	-
Drugs Don't Work	1,009	-	1,009	-	-	-	-
Business After Hours	1,778	-	1,778	-	-	-	-
South Hall Business Coalition	2,209	-	2,209	-	-	-	-
Business Trade Shows	7,117	-	7,117	-	-	-	-
Human Resource Council	5,151	-	5,151	-	-	-	-
Vision 2030	4,700	-	4,700	-	-	-	-
Other	16,056	9,751	25,807	-	-	-	-
Total member programs	75,140	9,751	84,891	-	-	-	-
							25,807
							84,891
Operating expenses:							
Accounting and professional fees	-	-	-	14,775	-	-	14,775
Advertising, marketing and promotion	5,468	35,686	41,154	-	869	-	869
Bank charges	-	-	-	7,863	-	-	7,863
Board of directors expenses	-	-	-	13,815	-	-	13,815
Business development	1,468	19,165	20,633	-	-	-	-
Contract services	44,710	-	44,710	-	9,002	54,523	63,525
Depreciation	20,457	26,494	46,951	7,633	1,893	589	10,115
Dues, subscriptions, and affiliations	8,018	4,237	12,255	-	-	-	-
Insurance	-	-	-	11,347	-	-	11,347
Interest expense	-	-	-	190	-	-	190
Miscellaneous	-	-	-	3,241	2,891	-	6,132
Office expenses	4,100	5,310	9,410	1,530	379	118	2,027
Postage	6,203	8,033	14,236	2,314	574	179	3,067
							17,303

The accompanying notes are an integral part of these financial statements.

GREATER HALL CHAMBER OF COMMERCE, INC.
Consolidated Statement of Functional Expenses
For the Year Ended June 30, 2015

	Program Services			Supporting Services				Grand Totals
	General Chamber	Economic Development	Total Programs	Management and General	Membership Development	Fundraising	Total Supporting	
Printing	58,850	1,065	59,915	-	-	-	-	59,915
Professional development	777	840	1,617	-	-	-	-	1,617
Rental and storage	-	-	-	1,625	-	-	1,625	1,625
Repairs and maintenance	18,224	23,602	41,826	6,800	1,687	525	9,012	50,838
Special events	-	-	-	-	-	27,496	27,496	27,496
Taxes and licenses	-	-	-	27,614	-	-	27,614	27,614
Telephone	4,021	5,207	9,228	1,500	372	116	1,988	11,216
Travel	3,048	12,998	16,046	1,137	282	88	1,507	17,553
Utilities	8,452	10,946	19,398	3,154	782	243	4,179	23,577
Website and internet	10,280	13,314	23,594	3,836	951	296	5,083	28,677
Total operating expenses	194,076	166,897	360,973	108,374	19,682	84,173	212,229	573,202
Total expenses	\$ 554,870	\$ 592,838	\$ 1,147,708	\$ 228,278	\$ 49,422	\$ 93,430	\$ 371,130	\$ 1,518,838

The accompanying notes are an integral part of these financial statements.
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GREATER HALL CHAMBER OF COMMERCE, INC.
Consolidated Statements of Cash Flows
For the Years Ended June 30, 2016 and 2015

	<u>2016</u>	<u>2015</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Increase (decrease) in net assets	\$ (121,644)	\$ 1,515,505
Adjustments to reconcile increase in net assets to net cash provided by operating activities		
Depreciation	58,430	57,066
(Increase) decrease in operating assets		
Pledges receivable	189,668	(1,232,153)
Other receivables	(63,587)	(6,942)
Prepaid expenses	(2,155)	(5,974)
Increase (decrease) in operating liabilities		
Accounts payable	(5,957)	7,766
Accrued expenses	17,567	11,108
Deferred revenue	20,118	309
NET CASH PROVIDED BY OPERATING ACTIVITIES	<u>92,440</u>	<u>346,685</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Parking lot expansion project	(4,183)	(73,410)
Purchase of furniture and equipment	<u>-</u>	<u>(13,951)</u>
NET CASH USED BY INVESTING ACTIVITIES	<u>(4,183)</u>	<u>(87,361)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Capital lease for telephone system	-	11,494
Principal payments towards capital lease	<u>(2,706)</u>	<u>(608)</u>
NET CASH PROVIDED BY FINANCING ACTIVITIES	<u>(2,706)</u>	<u>10,886</u>
Increase (decrease) in cash and cash equivalents	85,551	270,210
CASH & CASH EQUIVALENTS, BEGINNING OF YEAR	<u>2,386,953</u>	<u>2,116,743</u>
CASH & CASH EQUIVALENTS, END OF YEAR	<u><u>\$ 2,472,504</u></u>	<u><u>\$ 2,386,953</u></u>
Supplemental Information:		
<i>Cash paid for:</i>		
Interest	\$ 483	\$ 190
Income taxes	<u><u>\$ 4,396</u></u>	<u><u>\$ 5,580</u></u>

The accompanying notes are an integral part of these financial statements.

THE GREATER HALL CHAMBER OF COMMERCE, INC.

Notes to the Financial Statements

June 30, 2016 and 2015

NOTE 1 – NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES

The Greater Hall Chamber of Commerce, Inc. (“the Chamber”) is a nonprofit organization whose mission is to improve the overall business climate for its members’ growth, promote community development, facilitate political action, and enhance the quality of life. Membership consists of individuals, businesses, and other organizations interested in the development and promotion of Hall County, Georgia. The Chamber’s primary sources of revenue are membership dues, HALLmark investments, government grants, and revenue from programs and special events.

Description of Programs:

General Chamber Activities (includes Membership Services, Education/Community Development, and Government Affairs)

Membership Services strives to increase the membership base by providing programs and events that are of interest to members and to help grow their businesses. Education goals include investing and engaging in intensive education for workplace development programs to fulfill future and current labor needs; enhancement of school-to-work programs and business and educational partnerships. Community Development is involved with the promotion of Vision 2030, Agribusiness, Healthcare and Community Beautification. Government Affairs purpose is to facilitate political cooperation that will promote a unified Gainesville/Hall County; study and address issues that effect business and the community; strengthen public/private partnerships in economic development, leadership, and community issues; provide an arena in which government partnerships can be created to address needed wastewater capacity in all areas of Gainesville and Hall County; enhance communications and partnerships with local/state/U.S. elected officials; study and facilitate action for healthcare issues in state legislature and in U.S. Congress and sponsor timely public forums for political candidates. The Chamber conducts many programs for the community and its members annually, including:

- | | |
|--|--|
| • Vision 2030/Board Committees | • Beautification Committee |
| • Leadership Hall / Youth | • Issues Committee |
| • Leadership/Senior Leadership | • Annual Eggs & Issues Legislative Breakfast |
| • Business After Hours/Business Before Hours | • Annual State Legislative Event |
| • South Hall Business Coalition | • Washington D.C. Fly-in |
| • Job Fairs | • Political Forums |
| • Workshops, Trade Shows | • Healthcare Forums/Events |
| • Leads Group Meetings | • Local Government monitoring |
| • Visitors Center | • Monitor water / wastewater issues |
| • Agribusiness Committee | • Monitor transportation issues |
| • Quest Council | • Monitor local, state, and federal legislation |
| • Healthcare Committee | • Special Community Issues (SPLOST, TADS, Impact fees, etc.) |
| • Ambassador Council | • Special Real Estate Meetings |
| • Partners in Education | • Marketing Seminar |
| • Small Business Seminars | |
| • HallMark 2015-2020 | |

THE GREATER HALL CHAMBER OF COMMERCE, INC.

Notes to the Financial Statements

June 30, 2016 and 2015

NOTE 1 – NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES

(Continued)

Economic Development

The Economic Development Council's mission is to bring new business to Hall County and to work with existing industry, and to provide services to Small Businesses. Through contractual agreement, attract and recruit new business and industry, support expansion of existing business and industry, market the community and encourage broad-based community support for quality economic growth and development. The following are some of the events and functions conducted by the Economic Development Council to accomplish its mission:

- Economic Development Program (New and Existing Business)
- Small Business Seminars
- Regular Meeting of the Economic Development Council
- Annual Transportation Forum
- Manufacturing Appreciation Week
- Commercial Real Estate Quarterly Meeting
- Government Relations
- Buy Local/Safe & Green Event
- Industry Roundtable
- Small Business Council
- Drugs Don't Work Program
- Safe and Green Assembly
- Industry Appreciation Event
- ICSC Meetings
- Human Resources Council
- GEDA Meetings

Basis of Accounting

The financial statements of the Organization have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities. The significant accounting policies are described below to enhance the usefulness of the financial statements to the reader.

Financial Statement Presentation

The Organization reports information regarding its financial position and activities according to three classes of net assets, as follows:

Unrestricted net assets - Net assets that are not subject to donor-imposed stipulations.

Temporarily restricted net assets - Net assets subject to donor-imposed stipulations that may or will be met, either by actions of the organization and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Permanently restricted net assets - Net assets subject to donor-imposed stipulations that they be maintained permanently by the organization.

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Chamber considers all highly liquid investments available for current use with an initial maturity of three months or less to be cash equivalents.

THE GREATER HALL CHAMBER OF COMMERCE, INC.

Notes to the Financial Statements

June 30, 2016 and 2015

NOTE 1 – NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES

(Continued)

Property and Equipment

Property and equipment with a cost greater than \$1,000 are stated at cost and are depreciated using the straight-line method over the estimated useful lives of the assets. Estimated useful lives are as follows

Furniture and equipment	3-10 years
Land improvements	30 years
Building and improvements	40 years

Reclassifications

Certain accounts in the prior year financial statements have been reclassified for comparative purposes to conform with the presentation in the current year financial statements.

Contributions

Contributions are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence or nature of any donor restrictions. Such contributions are required to be reported as temporarily restricted support and then are reclassified to unrestricted net assets upon expiration of the time restriction.

Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets.

Unconditional promises to give are reported at their fair value. The fair value is estimated by discounting future cash flows using current estimated market rates.

The Organization uses the allowance method to determine uncollectible pledges receivable. The allowance is based on prior years experience and management's analysis of specific pledges made.

Donated Goods and Services

Donations of goods are recorded as contributions at their estimated fair values at the date of donation. Such donations are reported as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The values of donated goods and services included in the financial statements are as follows for the years ended June 30, 2016 and 2015:

THE GREATER HALL CHAMBER OF COMMERCE, INC.

Notes to the Financial Statements

June 30, 2016 and 2015

NOTE 1 – NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES
(Continued)

Donated Goods and Services (Continued)

	2016	2015
Advertising, Marketing & Promotional	\$ 11,450	\$ 9,900
Cleaning/Lawn Care	5,774	5,774
Event Expenses	22,431	20,624
Engineering & Land Surveying	--	7,121
Printing & Publications	62,448	57,403
Total Noncash Donation Revenue	<u>\$ 102,103</u>	<u>\$ 100,822</u>

In addition, many individuals volunteer their time and perform a variety of tasks that assist the Organization with specific programs, campaign solicitations, and various committee assignments without compensation. The financial statements do not reflect the value of those contributed services because, although clearly substantial, no reliable basis exists for determining an appropriate amount.

Income Taxes

The Chamber is exempt from federal income taxes under the provision of Section 501(c)(6) of the Internal Revenue Code. The Greater Hall Chamber Foundation Inc., a supporting organization of the Chamber, is exempt from federal income taxes under the provision of Section 501(c)(3) of the Internal Revenue Code. The Chamber has also been classified as an entity that is not a private foundation within the meaning of Section 209(a) of the Internal Revenue Code. Unrelated business income is taxed at applicable federal and state rates.

Estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Advertising Costs

Advertising costs are expensed when incurred.

Subsequent Events

Subsequent events have been evaluated through October 14, 2016, which is the date the financial statements were available to be issued. During this period, management did not note any material recognizable subsequent events that required recognition or disclosure in the accompanying financial statements.

NOTE 2 – PLEDGES RECEIVABLE

Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Unconditional promises to give due in more than one year are reflected at the present value of estimated cash flows using a discount rate equal to estimated market rates (1.5%).

THE GREATER HALL CHAMBER OF COMMERCE, INC.

Notes to the Financial Statements

June 30, 2016 and 2015

NOTE 2 – PLEDGES RECEIVABLE (Continued)

Unconditional promises to give (HALLmark investments) at June 30, 2016 and 2015 consisted of the following:

	2016	2015
Gross outstanding promises to give	\$ 1,366,231	\$ 1,570,050
Less allowance for estimated uncollectible promises	<u>(102,353)</u>	<u>(103,853)</u>
Total unconditional promises to give, less allowance	1,263,878	1,466,197
Less unamortized discount on unconditional promises to give due in more than one year	<u>(23,460)</u>	<u>(36,111)</u>
Net unconditional promises to give	<u>\$ 1,240,418</u>	<u>\$ 1,430,086</u>
Amounts due in:		
Less than one year	\$ 424,166	\$ 411,400
One to five years	<u>942,065</u>	<u>1,158,650</u>
	<u>\$ 1,366,231</u>	<u>\$ 1,570,050</u>

NOTE 3 – PREPAID EXPENSES

Prepaid expenses consist of the following at June 30, 2016 and 2015:

	2016	2015
Prepaid insurance	\$ 16,924	\$ 16,231
Other prepaid expenses	<u>4,793</u>	<u>3,331</u>
	<u>\$ 21,717</u>	<u>\$ 19,562</u>

NOTE 4 – PROPERTY AND EQUIPMENT

	Balance 6/30/15	Acquisitions	Disposals	Balance 6/30/16
Land & improvements	\$ 441,795	\$ 4,183	\$ --	\$ 445,978
Buildings & improvements	1,694,692	--	--	1,694,692
Real estate held for lease	215,700	--	--	215,700
Phone system under capital lease	11,494	--	--	11,494
Furniture & equipment	<u>221,817</u>	<u>--</u>	<u>--</u>	<u>221,817</u>
Total Property & Equipment at Cost	2,585,498	4,183	--	2,589,681
Accumulated Depreciation	<u>(719,530)</u>	<u>(58,430)</u>	<u>--</u>	<u>(777,960)</u>
Net Property and Equipment	<u>\$ 1,865,968</u>	<u>\$ (54,247)</u>	<u>\$ --</u>	<u>\$ 1,811,721</u>

THE GREATER HALL CHAMBER OF COMMERCE, INC.
Notes to the Financial Statements
June 30, 2016 and 2015

NOTE 4 – PROPERTY AND EQUIPMENT (Continued)

	Balance 6/30/14	Acquisitions	Disposals	Balance 6/30/15
Land & improvements	\$ 368,385	\$ 73,410	\$ --	\$ 441,795
Buildings & improvements	1,694,692	--	--	1,694,692
Real estate held for lease	215,700	--	--	215,700
Phone system under capital lease	--	11,494	--	11,494
Furniture & equipment	225,658	2,457	(6,298)	221,817
Total Property & Equipment at Cost	2,504,435	87,361	(6,298)	2,585,498
Accumulated Depreciation	(668,762)	(57,066)	6,298	(719,530)
Net Property and Equipment	<u>\$ 1,835,673</u>	<u>\$ 30,295</u>	<u>\$ --</u>	<u>\$ 1,865,968</u>

For the years ended June 30, 2016 and 2015, depreciation expense was \$58,430 and \$57,066, respectively.

NOTE 5 – ACCRUED EXPENSES

Accrued expenses consist of the following at June 30, 2016 and 2015:

	2016	2015
Accrued salaries & employee incentives	\$ 35,812	\$ 31,354
Accrued vacation	91,116	78,007
Accrued real estate taxes	9,541	9,541
	<u>\$ 136,469</u>	<u>\$ 118,902</u>

NOTE 6 – DEFERRED REVENUE

Deferred revenue consists of the following items at June 30, 2016 and 2015:

	2016	2015
Membership benefits extended beyond year-end	\$ 216,243	\$ 199,115
Leadership Hall County	27,900	25,750
Youth Leadership Hall County	1,820	1,980
Other	2,000	1,000
Total	<u>\$ 247,963</u>	<u>\$ 227,845</u>

NOTE 7 – CAPITAL LEASE PAYABLE

A telephone system was purchased during the year ended June 30, 2015 under a capital lease that calls for monthly payments in the amount of \$265.79 for a term of 48 months.

THE GREATER HALL CHAMBER OF COMMERCE, INC.

Notes to the Financial Statements

June 30, 2016 and 2015

NOTE 8 – PENSION PLAN

The Chamber has a defined contribution pension plan. All employees over age 21 who have been employed at least twelve months are eligible to participate in the plan. Employees are allowed to contribute to a 403b plan. The Chamber contributed 4% of gross salary (excluding commissions and bonuses) to a SEP IRA during the years ended June 30, 2016 and 2015. Employer contributions for the years ended June 30, 2016 and 2015 were \$24,830 and \$26,177, respectively.

NOTE 9 – RISKS AND UNCERTAINTIES

Concentration of Credit Risk Arising from Cash Deposits in Excess of Insured Limits

The carrying amount of cash deposits, including the money market accounts, at June 30, 2016 and 2015 was \$2,472,504 and \$2,386,953, respectively, and the bank and brokerage balances were \$2,510,477 and \$2,393,323 respectively. Of the bank balances at June 30, 2016 and 2015, \$1,865,473 and \$1,863,710, respectively, was covered by federal depository insurance leaving \$ 645,004 and \$529,613, respectively, uninsured and uncollateralized.

Other Concentrations and Uncertainties

The Chamber is funded, in part, by contracts with local county and city governments for Economic Development services. Government funding totaled \$312,000 during the year ended June 30, 2016 (from four different government agencies) and \$308,000 during the year ended June 30, 2015. This equates to over 20% of total support and revenue for the year ended June 30, 2016, and 10% for the year ended June 30, 2015. In addition, substantially all of the Chamber's members and supporters are individuals and businesses located in Hall County, Georgia.

NOTE 10 – FUNCTIONAL ALLOCATION OF EXPENSES

The costs of providing the various programs and supporting services have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

NOTE 11 – TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consist of monies received but not yet spent for their designated purposes. The majority of temporarily restricted net assets represent promises to give from the HALLmark campaigns that have not been collected (timing restrictions). The following table reports temporarily restricted net assets at June 30, 2016 and 2015:

	2016	2015
HALLmark Promises to Give (net)	\$ 1,240,418	\$ 1,430,086
Grant restricted for Healthcare Initiatives	--	15,000
Total	<u>\$ 1,240,418</u>	<u>\$ 1,445,086</u>

THE GREATER HALL CHAMBER OF COMMERCE, INC.

Notes to the Financial Statements

June 30, 2016 and 2015

NOTE 12 – BOARD DESIGNATED NET ASSETS

Unrestricted net assets may be designated by the Board of Directors for specific purposes. At June 30, 2016 and 2015, board designated net assets consisted of the following:

Operating reserve - General Fund	\$ 250,586
Operating reserve – EDC	169,500
Total	<u>\$ 420,086</u>

This approximates four months operating expenses, as recommended by the Board of Directors.

NOTE 13 – UNCERTAIN TAX POSITIONS

U.S. generally accepted accounting principles prescribes a minimum recognition threshold and measurement methodology that a tax position taken or expected to be taken in a tax return is required before being recognized in the financial statements. It also provides guidance for derecognition, classification, interest and penalties, accounting in interim periods, disclosure and transition. As of June 30, 2016, the Chamber has no uncertain tax positions that qualify for either recognition or disclosure in the financial statements. With few exceptions, the Chamber is no longer subject to U.S. federal, state, and local income tax examinations by tax authorities for years before fiscal year 2012.

NOTE 14 – CONSOLIDATION

The financial statements of the Chamber are presented as consolidated to include the statements of the Greater Hall Chamber Foundation, a 501(c)(3) organization under common control. All interrelated transactions have been eliminated in consolidation. The following is a summary of the amounts from the Foundation that are included in the financial statements as of June 30, 2016 and 2015:

	2016	2015
Cash and cash equivalents	\$ 424,616	\$ 419,511
Land	140,000	140,000
Total Assets	<u>564,616</u>	<u>559,511</u>
Due to the Chamber	350,159	329,629
Total Liabilities	<u>350,159</u>	<u>329,629</u>
Net Assets	<u>\$ 214,457</u>	<u>\$ 229,882</u>
Donations/Grants	\$ --	\$ 15,000
Interest Income	205	249
Expenses	(15,425)	(1,100)
Total Change in Net Assets	<u>\$ (15,220)</u>	<u>\$ 14,149</u>

THE GREATER HALL CHAMBER OF COMMERCE, INC.

Notes to the Financial Statements

June 30, 2016 and 2015

NOTE 15 - LEASING ACTIVITIES

During the year ended June 30, 2014, the Chamber purchased a commercial office building and a piece of land adjacent to the Chamber's facilities. The land was converted to additional parking for the Chamber and the commercial office building is leased to a local attorney. Subsequent to year end, the lessee terminated the lease effective October 31, 2016.



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Independent Auditors' Report
on Additional Information

To the Board of Directors
Greater Hall Chamber of Commerce, Inc.
Gainesville, Georgia

Our report on our audit of the basic financial statements of Greater Hall Chamber for the years ending June 30, 2016 and 2015 appears on page 1. That audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The Departmental Statement of Assets, Liabilities and Net Assets and the Departmental Statement of Revenue and Expenses on pages 20 through 23 are presented for purposes of additional analysis and are not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Blair C. Diaz, CPA, PC

BLAIR C. DIAZ, CPA, PC
Gainesville, Georgia
October 14, 2016

GREATER HALL CHAMBER OF COMMERCE
Additional Information: Departmental Statement of Assets, Liabilities & Net Assets
As of June 30, 2016

	<u>General</u>	<u>EDC</u>	<u>HMI</u>	<u>Foundation</u>	<u>Total</u>
ASSETS					
Current Assets					
Cash and cash equivalents	\$ 919,441	\$ 172,615	\$ 955,833	\$ 424,616	\$ 2,472,505
Due from other funds	71,998	(68,568)	346,730	(350,160)	-
Pledges receivable, net	-	-	1,240,418	-	1,240,418
Other receivables	2,655	68,250	-	-	70,905
Prepaid expenses	17,593	3,746	377	-	21,716
Property and equipment, net	14,052	-	1,657,669	140,000	1,811,721
TOTAL ASSETS	<u>\$ 1,025,739</u>	<u>\$ 176,043</u>	<u>\$ 4,201,027</u>	<u>\$ 214,456</u>	<u>\$ 5,617,265</u>
LIABILITIES AND NET ASSETS					
Current Liabilities					
Accounts payable	\$ 5,440	\$ 4,123	\$ 1,807	\$ -	\$ 11,370
Capital lease payable	8,180	-	-	-	8,180
Security deposit held	-	-	1,500	-	1,500
Accrued expenses	81,153	40,297	15,020	-	136,470
Deferred revenue	245,143	1,000	1,820	-	247,963
Total Liabilities	<u>339,916</u>	<u>45,420</u>	<u>20,147</u>	<u>-</u>	<u>405,483</u>
Net Assets					
Unrestricted					
Undesignated	435,237	(38,877)	2,940,462	214,456	3,551,278
Board designated	250,586	169,500	-	-	420,086
Total Unrestricted	<u>685,823</u>	<u>130,623</u>	<u>2,940,462</u>	<u>214,456</u>	<u>3,971,364</u>
Temporarily Restricted	-	-	1,240,418	-	1,240,418
Permanently Restricted	-	-	-	-	-
Total Net Assets	<u>685,823</u>	<u>130,623</u>	<u>4,180,880</u>	<u>214,456</u>	<u>5,211,782</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 1,025,739</u>	<u>\$ 176,043</u>	<u>\$ 4,201,027</u>	<u>\$ 214,456</u>	<u>\$ 5,617,265</u>

GREATER HALL CHAMBER OF COMMERCE
Additional Information: Departmental Statement of Revenues and Expenses
For the Year Ended June 30, 2016

	General Chamber	Economic Development Council	HALLmark Initiative & Foundation	Education/ Community Development	Government Affairs	Total
Revenues, Gains & Support:						
Contributions	\$ -	\$ -	\$ 253,206	\$ -	\$ -	\$ 253,206
Contributions - inkind	88,537	-	13,566	-	-	102,103
Membership Dues	440,319	-	-	-	-	440,319
Program revenue	123,919	32,405	711	7,007	13,870	177,912
Hall County grant	-	136,500	-	-	-	136,500
City of Gainesville grant	-	136,500	-	-	-	136,500
Other Government grants	-	39,000	-	-	-	39,000
Special events	182,733	-	-	-	-	182,733
Interest income	375	85	1,843	-	-	2,303
Sales and commissions	24,077	-	-	-	-	24,077
Rental Income	-	-	24,400	-	-	24,400
Mngmt/Accounting services revenue	9,000	-	-	-	-	9,000
Miscellaneous	6,290	-	2,846	-	-	9,136
Total Revenue, Gains and Support	875,250	344,490	296,572	7,007	13,870	1,537,189
Expenses:						
Compensation and benefits						
Salaries	435,927	274,544	-	41,981	-	752,452
Group insurance	26,124	31,519	-	4,673	-	62,316
Payroll taxes	29,952	20,748	-	3,432	-	54,132
Pension plan	14,275	8,848	-	1,707	-	24,830
Total compensation and benefits	506,278	335,659	-	51,793	-	893,730
Affiliations	5,724	6,724	-	-	-	12,448
Accounting and professional fees	4,323	3,750	3,850	-	-	11,923
Advertising	12,323	37,806	2,134	-	-	52,263
Bank charges	6,975	48	1,183	-	-	8,206
Board expenses	12,939	-	-	-	-	12,939
Business Development	2,196	20,090	-	-	-	22,286
Contract services	18,030	-	40,000	-	-	58,030
Depreciation	1,171	2,311	54,950	-	-	58,432
Insurance	12,268	-	-	-	-	12,268
Interest	483	-	-	-	-	483
Miscellaneous	5,679	-	440	-	-	6,119
Office expenses	11,770	4,836	1,279	-	6,893	24,778
Postage	11,877	3,739	-	-	-	15,616
Printing	65,615	1,381	-	-	-	66,996
Professional development	250	6,515	-	-	-	6,765
Program expenses	58,196	11,754	75,462	3,724	1,026	150,162
Rent - equipment & storage	1,375	-	-	-	-	1,375
Repairs and maintenance	24,714	-	23,889	-	-	48,603
Special events expenses	93,012	-	-	-	-	93,012
Taxes and licenses	4,848	-	17,973	-	-	22,821
Telephone	6,976	1,769	-	-	-	8,745
Travel	7,884	9,929	-	231	5,211	23,255
Utilities	21,592	6,300	-	-	-	27,892
Web site and internet	13,751	5,935	-	-	-	19,686
Total expenses	910,249	458,546	221,160	55,748	13,130	1,658,833
Excess revenues over (under) expenses	(34,999)	(114,056)	75,412	(48,741)	740	(121,644)
Allocation to other programs	59,820	(59,820)	-	-	-	-
Transfer in from other programs	5,000	142,800	42,973	48,741	-	239,514
Transfer out to other programs	-	-	(238,774)	-	(740)	(239,514)
Total increase (decrease) in net assets	\$ 29,821	\$ (31,076)	\$ (120,389)	\$ -	\$ -	\$ (121,644)

GREATER HALL CHAMBER OF COMMERCE
Additional Information: Departmental Statement of Assets, Liabilities & Net Assets
As of June 30, 2015

	<u>General</u>	<u>EDC</u>	<u>HMI</u>	<u>Foundation</u>	<u>Total</u>
ASSETS					
Current Assets					
Cash and cash equivalents	\$ 933,346	\$ 188,220	\$ 845,876	\$ 419,511	\$ 2,386,953
Due from other funds	1,908	552	327,169	(329,629)	-
Pledges receivable, net	-	-	1,430,086	-	1,430,086
Other receivables	4,705	2,613	-	-	7,318
Prepaid expenses	16,873	2,024	665	-	19,562
Property and equipment, net	15,222	2,311	1,708,435	140,000	1,865,968
TOTAL ASSETS	<u>\$ 972,054</u>	<u>\$ 195,720</u>	<u>\$ 4,312,231</u>	<u>\$ 229,882</u>	<u>\$ 5,709,887</u>
LIABILITIES AND NET ASSETS					
Current Liabilities					
Accounts payable	\$ 5,811	\$ 1,373	\$ 10,144	\$ -	\$ 17,328
Capital lease payable	10,886	-	-	-	10,886
Security deposit held	-	-	1,500	-	1,500
Accrued expenses	74,493	31,648	12,761	-	118,902
Deferred revenue	224,865	1,000	1,980	-	227,845
Total Liabilities	<u>316,055</u>	<u>34,021</u>	<u>26,385</u>	<u>-</u>	<u>376,461</u>
Net Assets					
Unrestricted					
Undesignated	405,413	(7,801)	2,855,760	214,882	3,468,254
Board designated	250,586	169,500	-	-	420,086
Total Unrestricted	<u>655,999</u>	<u>161,699</u>	<u>2,855,760</u>	<u>214,882</u>	<u>3,888,340</u>
Temporarily Restricted	-	-	1,430,086	15,000	1,445,086
Permanently Restricted	-	-	-	-	-
Total Net Assets	<u>655,999</u>	<u>161,699</u>	<u>4,285,846</u>	<u>229,882</u>	<u>5,333,426</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 972,054</u>	<u>\$ 195,720</u>	<u>\$ 4,312,231</u>	<u>\$ 229,882</u>	<u>\$ 5,709,887</u>

GREATER HALL CHAMBER OF COMMERCE
Additional Information: Departmental Statement of Revenues and Expenses
For the Year Ended June 30, 2015

	General Chamber	Economic Development Council	HALLmark Initiative & Foundation	Education/ Community Development	Government Affairs	Total
Revenues, Gains & Support:						
Contributions	\$ -	\$ -	\$ 1,825,529	\$ -	\$ -	\$ 1,825,529
Contributions - inkind	89,711	-	11,112	-	-	100,823
Membership Dues	458,907	-	-	-	-	458,907
Program revenue	121,921	-	-	7,477	13,680	143,078
Hall County grant	-	136,500	-	-	-	136,500
City of Gainesville grant	-	136,500	-	-	-	136,500
Other Government grants	-	35,000	-	-	-	35,000
Grants	-	-	15,000	-	-	15,000
Special events	158,948	-	-	-	-	158,948
Interest income	373	85	1,806	-	-	2,264
Sales and commissions	15,916	-	-	-	-	15,916
Rental Income	-	-	24,000	-	-	24,000
Mngmt/Accounting services revenue	9,000	-	-	-	-	9,000
Miscellaneous	8,456	20,783	-	-	-	29,239
Total Revenue, Gains and Support	863,232	328,868	1,877,447	7,477	13,680	3,090,704
Expenses:						
Compensation and benefits						
Salaries	423,656	226,296	-	80,892	-	730,844
Group insurance	18,576	28,116	-	4,315	-	51,007
Payroll taxes	29,107	20,082	-	3,530	-	52,719
Pension plan	15,165	9,355	-	1,658	-	26,178
Total compensation and benefits	486,504	283,849	-	90,395	-	860,748
Affiliations	4,555	4,237	-	-	3,250	12,042
Accounting and professional fees	3,275	2,500	5,000	-	-	10,775
Advertising	9,022	35,686	1,527	-	-	46,235
Bank charges	6,671	83	1,110	-	-	7,864
Board expenses	13,815	-	-	-	-	13,815
Business Development	-	19,165	-	-	-	19,165
Contract services	18,004	-	90,231	-	-	108,235
Depreciation	1,937	2,509	52,621	-	-	57,067
Insurance	11,347	-	-	-	-	11,347
Interest	189	-	-	-	-	189
Miscellaneous	11,391	-	-	39	57	11,487
Office expenses	10,067	5,397	301	-	-	15,765
Postage	13,428	3,874	-	-	-	17,302
Printing	58,850	1,065	-	-	-	59,915
Professional development	777	840	-	-	-	1,617
Program expenses	61,583	9,751	7,930	2,525	7,389	89,178
Rent - equipment & storage	1,625	-	-	-	-	1,625
Repairs and maintenance	25,026	-	25,811	-	-	50,837
Special events expenses	83,858	-	-	-	-	83,858
Taxes and licenses	6,439	-	21,175	-	-	27,614
Telephone	9,422	1,793	-	-	-	11,215
Travel	8,303	9,051	-	199	-	17,553
Utilities	23,578	-	-	-	-	23,578
Web site and internet	12,830	3,343	-	-	-	16,173
Total expenses	882,496	383,143	205,706	93,158	10,696	1,575,199
Excess revenues over (under) expenses	(19,264)	(54,275)	1,671,741	(85,681)	2,984	1,515,505
Allocation to other programs	59,820	(59,820)	-	-	-	-
Transfer in from other programs	5,000	136,500	47,572	85,681	-	274,753
Transfer out to other programs	-	-	(271,769)	-	(2,984)	(274,753)
Total increase (decrease) in net assets	\$ 45,556	\$ 22,405	\$ 1,447,544	\$ -	\$ -	\$ 1,515,505

CITY OF GAINESVILLE

WORKSESSIONREQUEST

Date Submitted: 2/20/2017

Presenter: Jason Patterson

Item of Business: Resolution: Donation of Structural Firefighting Gear to Lanier Technical College

Meeting Date: 3/2/2017

Purpose of Request:

The Gainesville Fire Department would like to donate out of date and unuseable protective clothing to Lanier Technical College's Fire Science program for training and education in the emergency service.

History/Background:

The Gainesville Fire Department has 30 sets of structural firefighting gear and protective clothing (30 jackets and 30 pair of pants) that is no longer in compliance with National Fire Protection Association 1851 (NFPA). They do not meet standards due to age, wear, and tear.

Facts & Issues for Consideration:

Lanier Technical College, located in Oakwood, GA. has identified a need for this gear. This is to better enhance training in the education system in the Fire Science Technology Program. Lanier Tech has issued us written understanding of the NFPA code and shall not use such gear for live fire training.

Department Recommendation:

It is the recommendation of the Gainesville Fire Department to donate this unusable structural firefighting gear to the Fire Science Program at the Lanier Technical College to assist with their training.

Department Director:

Jerome Yarbrough

If funding is involved, are funds approved within the current budget?

N/A

Amount Requested:

Source of Funds:

Finance Comments:

Administrative Comments:

ATTACHMENTS:

Description	Type
☐ Donation of Structural Firefighting Gear	Resolution
☐ Lanier Technical College acceptance letter	Backup Material

RESOLUTION BR-2017 - ____

Donation of Structural Firefighting Gear to Lanier Technical College

WHEREAS, the Gainesville Fire Department has 30 sets of structural firefighting gear (jackets and pants) that are no longer in compliance with National Fire Protection Association (NFPA) Code #1851; and

WHEREAS, Lanier Technical College, located in Oakwood, Georgia has identified a need for this structural firefighting gear to enhance training in the Fire Science Technology Program; and

WHEREAS, Lanier Technical College has provided a written understanding of the NFPA code and shall not use the gear for live fire training; and

WHEREAS, the Gainesville Fire Department would like to donate this protective clothing to Lanier Technical College's Fire Science Technology Program for training and education in the emergency service.

NOW, THEREFORE, BE IT RESOLVED THAT the governing body for the City of Gainesville hereby declares this property as surplus and authorizes the donation of 30 sets of structural firefighting gear to the Lanier Technical College in Oakwood, Georgia to assist in their ability to train students to protect our community more efficiently and safely.

Adopted this ____ day of _____, 2017.

C. Danny Dunagan, Jr., Mayor

This is to certify that I am City Clerk of the City of Gainesville. As such, I keep its official records, including its minutes. In that capacity, my signature below certifies this resolution was adopted as stated and will be recorded in the official minutes.

ATTEST:

Denise O. Jordan, City Clerk

Karen Nowakowski
Program Director
Fire Science Technology
2990 Landrum Education Drive
Oakwood, Georgia 30566
Phone: 770-533-6942
Email: knowakowski@laniertech.edu

Jason Patterson
Division Chief of Training
Gainesville Fire Department
725 Pine Street
Gainesville, Georgia 30501

Chief Patterson,

I would like to thank you for considering this opportunity to partner with Gainesville Fire Department. Per our previous conversations, I understand that Gainesville Fire Department would like to donate firefighting turn-out gear, along with helmets and boots, to our Fire Science Program at Lanier Technical College. I understand that the turnout gear that will be donated exceeds the NFPA standard, for use in live-fire training.

The donation of your gear would be used during basic search and rescue training, ladder training and various other evolutions throughout our firefighter 1 course. None of the gear would be utilized during live-fire training. All of the donated gear would be used with the understanding that we would assume all risks of obtaining the used, out of NFPA compliance gear.

Please let me know if you require any additional information. We are eager to obtain the gear as soon as possible.

Thank you,



Karen Nowakowski

CITY OF GAINESVILLE

WORKSESSIONREQUEST

Date Submitted: 2/23/2017

Presenter: Nick Swafford

Item of Business: Resolution: Inland Western Gainesville Village Water Main Easement Abandonment Agreement

Meeting Date: 3/2/2017

Purpose of Request:

Obtain authorization from Council for the City to execute an easement abandonment document.

History/Background:

A water main easement was dedicated to the City in April of 1994 as part of a retail store development located at the corner of McEver Extension and Dawsonville Highway (a.k.a. 833 Dawsonville Highway). In 2003, the property was redeveloped as the Village Shoppes of Gainesville and the water mains installed for the original retail store were abandoned as part of the project. However, the easements accompanying the water mains for the original retail store were never abandoned.

Facts & Issues for Consideration:

A pending sale of the property prompted a title search that revealed the remaining water easements that need to be abandoned prior to closing.

Department Recommendation:

Authorize execution of the easement abandonment document.

Department Director:

Linda MacGregor

If funding is involved, are funds approved within the current budget?

N/A

Amount Requested:

Source of Funds:

Finance Comments:

Administrative Comments:

ATTACHMENTS:

Description	Type
☐ Inland Western Gainesville Water Main Easement Abandonment Agreement	Resolution
☐ Abandonment of Easement Agreement	Contract/Agreement/MOU
☐ Original Easement A	Attachments/Exhibits
☐ Original Easement B	Attachments/Exhibits
☐ ALTA Survey	Attachments/Exhibits

RESOLUTION PR-2017 - ____

**INLAND WESTERN GAINESVILLE VILLAGE, LLC
WATER MAIN EASEMENT ABANDONMENT AGREEMENT**

WHEREAS, the City of Gainesville owns and operates a water distribution system; and

WHEREAS, the land located at 833 Dawsonville Highway currently owned by Inland Western Gainesville Village, LLC contains an existing water main easement that remains from a previous development; and

WHEREAS, the property owner's representative has requested the City agree to abandoning said easement since it is no longer necessary and is hindering sale of the property; and

WHEREAS, the property owner's representative has prepared an "Abandonment Agreement" document in order to abandon said easement; and

WHEREAS, Department of Water Resources (DWR) staff has reviewed said agreement and concurs with the reasonable nature of the request.

NOW, THEREFORE, BE IT RESOLVED THAT the governing body for the City of Gainesville has reviewed and hereby authorizes execution of said abandonment agreement.

BE IT FURTHER RESOLVED THAT the Mayor, City Manager and/or City Attorney are authorized to sign any and all documents that may be necessary to complete this agreement.

Adopted this ____ day of _____, 2017.

C. Danny Dunagan, Jr., Mayor

This is to certify that I am City Clerk of the City of Gainesville. As such, I keep its official records, including its minutes. In that capacity, my signature below certifies this resolution was adopted as stated and will be recorded in the official minutes.

ATTEST:

Denise O. Jordan, City Clerk

**This instrument prepared by
and after recording return to:**

Sarah S. Shaw, Esq.
Vedder Price P.C.
222 North LaSalle Street, Suite 2400
Chicago, Illinois 60601

ABANDONMENT OF EASEMENT

This Abandonment of Easement (this “Abandonment Agreement”) is made as of this ____ day of March, 2017 by CITY OF GAINESVILLE, GEORGIA (“City”) in favor of INLAND WESTERN GAINESVILLE VILLAGE, L.L.C., a Delaware limited liability company (“Owner”).

RECITALS

A. CPI PROPERTIES, L.L.C. (“CPI”) conveyed to City perpetual easements for right-of-way for the purpose of laying, constructing and maintaining a water main (the “Easements”) as set forth in the following documents (collectively, the “Easement Documents”): (i) conveyance document dated March 1, 1994, filed for record on April 21, 1994 and recorded on April 22, 1994 in Deed Book 2172, page 52, in the deed records of the Clerk of the Superior Court of Hall County, Georgia and (ii) conveyance document dated March 1, 1994, filed for record on April 21, 1994 and recorded on April 22, 1994 in Deed Book 2172, page 60, in the deed records of the Clerk of the Superior Court of Hall County, Georgia.

B. The Easement Documents set forth the location of the Easements (the “Easement Areas”), which Easement Areas are located on the real property legally described on Exhibit A attached hereto (the “Owner’s Parcel”) and depicted on Exhibit B attached hereto.

C. Subsequent to the date of the Easement Documents, the Owner redeveloped the Owner’s Parcel and abandoned the easements and installed facilities in another easement area (the “Existing Easement Area”) that was created by Sewer Agreement by and between Original Owner and City dated November 4, 1993, filed for record on November 17, 1993 and recorded on November 18, 1993 in Deed

Book 2075, page 294, in the deed records of the Clerk of the Superior Court of Hall County, Georgia (the “Existing Easement”).

D. Owner is the owner of fee simple title to the Easement Areas and Owner’s Parcel and Owner is the successor in interest of the Original Owner with respect to the Easement Documents.

E. Owner and City desire to affirm the abandonment of the Easement Areas.

Now, therefore, for good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, Owner and City agree that the Easements have been relocated to the Existing Easement Area and City does hereby quitclaim, release and relinquish to Owner and its successors in interest and any parties claiming by, through and under such parties, any and all rights, title, and interest that City has to the Easements and the Easement Areas. Owner and City do hereby affirm any actions taken prior to the date hereof in connection with the relocation of the Easements to the Existing Easement Areas.

[SIGNATURE PAGE FOLLOWS]

WHEREFORE, the parties have signed, sealed and delivered this document.

Signed, Sealed and Delivered in the presence
of:

INLAND WESTERN GAINESVILLE
VILLAGE, L.L.C., a Delaware limited
liability company

Unofficial Witness:

Name _____

By: Retail Properties of America, Inc., a
Maryland corporation, its sole
member

Executed before me this ____ day of
_____, 2017

By: _____
Name: Ann M. Sharp
Title: Assistant Vice President and
Assistant Secretary

Notary Public
My Commission Expires:

AFFIX NOTARY SEAL

APPROVED AS TO FORM

Abbott S. Hayes, Jr.
Hulsey, Oliver & Mahar, LLP
City Attorney

Executed before me this _____ day of
_____, 2017

Notary Public
My Commission Expires:

AFFIX NOTARY SEAL

CITY OF GAINESVILLE

By: _____
Bryan Lackey
City Manager

Attest: _____
Denise O. Jordan, City Clerk
CITY SEAL

EXHIBIT A

LEGAL DESCRIPTION OF THE OWNER PARCEL

TRACT 1

ALL THAT TRACT OR PARCEL OF LAND LYING AND BEING IN LAND LOT 171, OF THE 9TH DISTRICT, HALL COUNTY, GEORGIA, AND BEING MORE PARTICULARLY DESCRIBED AS FOLLOWS:

TO LOCATE THE TRUE POINT OF BEGINNING, BEGIN AT A POINT LOCATED AT THE INTERSECTION OF THE SOUTHWESTERLY RIGHT OF WAY LINE OF STATE ROUTE 53 CONNECTOR (HAVING A VARIABLE WIDTH RIGHT OF WAY) AND THE SOUTHERLY RIGHT OF WAY LINE OF McEVER ROAD (HAVING A VARIABLE WIDTH RIGHT OF WAY), THENCE RUNNING ALONG SAID SOUTHERLY RIGHT OF WAY LINE OF McEVER ROAD SOUTH 63 DEGREES 35 MINUTES 10 SECONDS WEST A DISTANCE OF 282.86 FEET TO CONCRETE NAIL SET AT THE TRUE POINT OF BEGINNING; THENCE FROM THE TRUE POINT OF BEGINNING AS THUS ESTABLISHED DEPARTING SAID RIGHT OF WAY LINE RUNNING SOUTH 35 DEGREES 16 MINUTES 13 SECONDS EAST A DISTANCE OF 335.13 FEET TO AN IRON PIN FOUND (1/2" REBAR); THENCE NORTH 54 DEGREES 44 MINUTES 35 SECONDS EAST A DISTANCE OF 278.20 FEET TO AN IRON PIN FOUND (1/2" REBAR); THENCE RUNNING ALONG SAID SOUTHWESTERLY RIGHT OF WAY LINE OF STATE ROUTE 53 CONNECTOR ALONG THE ARC OF A CURVE TO THE LEFT HAVING A RADIUS OF 1,913.17 FEET SUBTENDED BY A CHORD BEARING OF SOUTH 40 DEGREES 13 MINUTES 09 SECONDS EAST A CHORD DISTANCE OF 64.26 FEET ALONG SAID ARC AN ARC DISTANCE OF 64.26 FEET TO AN IRON PIN SET; THENCE DEPARTING SAID RIGHT OF WAY LINE RUNNING SOUTH 54 DEGREES 44 MINUTES 35 SECONDS WEST A DISTANCE OF 283.15 FEET TO AN IRON PIN SET; THENCE SOUTH 34 DEGREES 37 MINUTES 57 SECONDS EAST A DISTANCE OF 105.15 FEET TO A CONCRETE NAIL SET; THENCE SOUTH 56 DEGREES 39 MINUTES 20 SECONDS EAST A DISTANCE OF 65.00 FEET TO CONCRETE NAIL SET; THENCE SOUTH 58 DEGREES 07 MINUTES 03 SECONDS EAST A DISTANCE OF 109.99 FEET TO AN IRON PIN SET; THENCE SOUTH 73 DEGREES 22 MINUTES 25 SECONDS EAST A DISTANCE OF 35.25 FEET TO AN IRON PIN FOUND (1/2" REBAR); THENCE SOUTH 56 DEGREES 26 MINUTES 25 SECONDS EAST A DISTANCE OF 149.63 FEET TO AN IRON PIN FOUND (1/2" REBAR); THENCE SOUTH 56 DEGREES 52 MINUTES 37 SECONDS EAST A DISTANCE OF 51.60 FEET TO AN IRON PIN FOUND (1/2" REBAR); THENCE SOUTH 69 DEGREES 12 MINUTES 20 SECONDS EAST A DISTANCE OF 47.70 FEET TO AN IRON PIN FOUND (1/2" REBAR); THENCE RUNNING ALONG THE WESTERLY RIGHT OF WAY LINE OF GREENHILL CIRCLE (HAVING AN 80 FOOT WIDE RIGHT OF WAY) ALONG THE ARC OF A CURVE TO THE LEFT HAVING A RADIUS 340.00 FEET SUBTENDED BY A CHORD BEARING OF SOUTH 21 DEGREES 01 MINUTES 59 SECONDS WEST A CHORD DISTANCE OF 59.69 FEET ALONG SAID ARC AN ARC DISTANCE OF 59.76 FEET TO AN IRON PIN FOUND (1/2" REBAR); THENCE DEPARTING SAID RIGHT OF WAY LINE RUNNING NORTH 69 DEGREES 18 MINUTES 23 SECONDS WEST A DISTANCE OF 53.76 FEET TO AN IRON PIN FOUND (1/2" REBAR); THENCE NORTH 56 DEGREES 40 MINUTES 21 SECONDS WEST A DISTANCE OF 252.93 FEET TO AN IRON PIN SET; THENCE SOUTH 54 DEGREES 43 MINUTES 29 SECONDS WEST A DISTANCE OF 973.35 FEET TO AN IRON PIN FOUND (1/2" REBAR); THENCE NORTH 84 DEGREES 31 MINUTES 05 SECONDS WEST A DISTANCE OF 245.29 FEET TO

AN IRON PIN FOUND (1/2" REBAR); THENCE NORTH 35 DEGREES 40 MINUTES 39 SECONDS WEST A DISTANCE OF 430.39 FEET TO AN IRON PIN FOUND (1/2" REBAR); THENCE NORTH 59 DEGREES 00 MINUTES 18 SECONDS EAST A DISTANCE OF 195.07 FEET TO AN IRON PIN FOUND (1/2" REBAR); THENCE NORTH 31 DEGREES 54 MINUTES 42 SECONDS WEST A DISTANCE OF 265.78 FEET TO AN IRON PIN SET; THENCE RUNNING ALONG SAID SOUTHERLY RIGHT OF WAY LINE OF MCEVER ROAD NORTH 65 DEGREES 01 MINUTES 54 SECONDS EAST A DISTANCE OF 126.09 FEET TO A POINT; THENCE CONTINUING NORTH 24 DEGREES 58 MINUTES 06 SECONDS WEST A DISTANCE OF 15.00 FEET TO A POINT; THENCE CONTINUING NORTH 65 DEGREES 01 MINUTES 54 SECONDS EAST A DISTANCE OF 181.41 FEET TO A POINT; THENCE CONTINUING NORTH 75 DEGREES 14 MINUTES 07 SECONDS EAST A DISTANCE OF 73.39 FEET TO A POINT; THENCE CONTINUING NORTH 64 DEGREES 03 MINUTES 32 SECONDS EAST A DISTANCE OF 158.58 FEET TO A POINT; THENCE SOUTH 26 DEGREES 24 MINUTES 50 SECONDS EAST A DISTANCE OF 12.00 FEET TO A POINT; THENCE NORTH 63 DEGREES 35 MINUTES 10 SECONDS EAST A DISTANCE OF 413.25 FEET TO SAID CONCRETE NAIL SET LOCATED AT THE TRUE POINT OF BEGINNING.

SAID TRACT OR PARCEL OF LAND CONTAINS 860,705 SQUARE FEET, BEING 19.759 ACRES, MORE OR LESS.

TRACT TWO

ALL THAT TRACT OR PARCEL OF LAND LYING AND BEING IN LAND LOT 171, OF THE 9TH DISTRICT, HALL COUNTY, GEORGIA, AND BEING MORE PARTICULARLY DESCRIBED AS FOLLOWS:

TO LOCATE THE TRUE POINT OF BEGINNING, BEGIN AT A POINT LOCATED AT THE INTERSECTION OF THE SOUTHWESTERLY RIGHT OF WAY LINE OF STATE ROUTE 53 CONNECTOR (HAVING A VARIABLE WIDTH RIGHT OF WAY) AND THE SOUTHERLY RIGHT-OF-WAY LINE OF McEVER ROAD (HAVING A VARIABLE WIDTH RIGHT OF WAY), THENCE RUNNING ALONG SAID SOUTHERLY RIGHT OF WAY LINE OF McEVER ROAD SOUTH 63 DEGREES 35 MINUTES 10 SECONDS WEST A DISTANCE OF 282.86 FEET TO CONCRETE NAIL SET; THENCE DEPARTING SAID RIGHT OF WAY LINE RUNNING SOUTH 35 DEGREES 16 MINUTES 13 SECONDS EAST A DISTANCE OF 335.13 FEET TO AN IRON PIN FOUND (1/2" REBAR); THENCE NORTH 54 DEGREES 44 MINUTES 35 SECONDS EAST A DISTANCE OF 278.20 FEET TO AN IRON PIN FOUND (1/2" REBAR); THENCE RUNNING ALONG SAID SOUTHWESTERLY RIGHT OF WAY LINE OF STATE ROUTE 53 CONNECTOR ALONG THE ARC OF A CURVE TO THE LEFT HAVING A RADIUS OF 1,913.37 FEET SUBTENDED BY A CHORD BEARING OF SOUTH 40 DEGREES 13 MINUTES 09 SECONDS EAST A CHORD DISTANCE OF 64.26 FEET ALONG SAID ARC AN ARC DISTANCE OF 64.26 FEET TO AN IRON PIN SET LOCATED AT THE TRUE POINT OF BEGINNING; THENCE FROM THE TRUE POINT OF BEGINNING CONTINUING ALONG SAID SOUTHWESTERLY RIGHT OF WAY LINE OF STATE ROUTE 53 CONNECTOR ALONG THE ARC OF A CURVE TO THE LEFT I HAVING A RADIUS OF 1,913.37 FEET SUBTENDED BY A CHORD BEARING OF SOUTH 44 DEGREES 28 MINUTES 15 SECONDS EAST A CHORD DISTANCE OF 219.58 FEET ALONG SAID ARC AN ARC DISTANCE OF 219.70 FEET TO A CONCRETE MONUMENT FOUND; THENCE SOUTH 48 DEGREES 19 MINUTES 02 SECONDS EAST A DISTANCE OF 25.75 FEET TO AN IRON PIN FOUND (1/2" REBAR); THENCE DEPARTING SAID RIGHT OF WAY LINE RUNNING SOUTH 42

DEGREES 09 MINUTES 36 SECONDS WEST A DISTANCE OF 242.90 FEET TO AN IRON PIN FOUND (1/2" REBAR); THENCE NORTH 73 DEGREES 22 MINUTES 25 SECONDS WEST A DISTANCE OF 35.25 FEET TO AN IRON PIN SET; THENCE NORTH 58 DEGREES 07 MINUTES 03 SECONDS WEST A DISTANCE OF 109.99 FEET TO A CONCRETE NAIL SET; THENCE NORTH 56 DEGREES 39 MINUTES 20 SECONDS WEST A DISTANCE OF 65.00 FEET TO A CONCRETE NAIL SET; THENCE NORTH 34 DEGREES 37 MINUTES 57 SECONDS WEST A DISTANCE OF 105.15 FEET TO AN IRON PIN SET; THENCE NORTH 54 DEGREES 44 MINUTES 35 SECONDS EAST A DISTANCE OF 283.15, FEET TO SAID IRON PIN SET AT THE TRUE POINT OF BEGINNING.

SAID TRACT OR PARCEL OF LAND CONTAINS 76,502 SQUARE FEET, BEING 1.756 ACRES, MORE OR LESS.

[illegible]



CHICAGO TITLE INSURANCE COMPANY

National Business Unit

4170 Ashford Dunwoody Road, Suite 460, Atlanta, GA 30319 (404) 303-6300 Fax: (404) 303-6307

COMMITMENT# 90501160

ATLANTA NBU File# 90501160

Instrument# _____

Deed Book/Volume 2172 Page 52

-
- () Vesting Deed
- () Tax Assessment
- () Schedule A: _____ ()
- () Requirement: Schedule B, Section 1 Item(s) _____ ()
- (✓) Exception: Schedule B, Section 2 Item(s) 9 ()
- () Schedule C Item(s) _____ ()
- () Other: _____



City of Gainesville

PUBLIC UTILITIES DEPARTMENT

P.O. BOX 2496
GAINESVILLE, GEORGIA 30603
(404) 535-4879
FAX (404) 535-5634

Office of Director
Water Distribution
Water Works
Water Pollution Control
Sanitary Sewers
Engineering Services
Utilities Systems
Field Services
Construction Management
Environmental Services

52

GEORGIA, HALL COUNTY

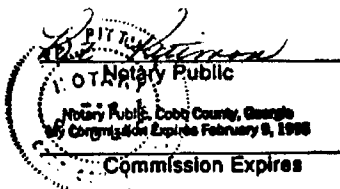
This conveyance executed this 1st day of March, 1994 that for and in consideration of Ten and 00/100 ----- (\$ 10.00) dollars in hand paid, receipt of which is acknowledged, the undersigned does hereby grant, sell and convey unto the City of Gainesville, Georgia, a perpetual easement for right-of-way for the purpose of laying, constructing and maintaining a water main across and through the land indicated on drawings prepared by Robinson/Lola/Roof Architects and Engineers for the K-Mart Number 4916, Gainesville Market Fair dated April 26, 1993, as revised and attached hereto as Exhibit A. Said land is indicated on Tax Map 01-116 Block 002 Lot 031 located in Hall County Tax Office in Gainesville, Georgia. Said right-of-way being on the lands of grantor and extending a distance of 10 feet on either and both sides of the centerline of the water main.

The Grantee shall have the right of ingress and egress on said lands for the purpose of constructing, laying and maintaining said water main and shall exercise reasonable diligence in doing necessary work in connection therewith so as to avoid damaging the property. (See attached page)

IN WITNESS WHEREOF, the undersigned President hereto sets her hand and seal the day and year above written.

Signed, Seal and Delivered
In the Presence of:

Christine O'Neill
CPI Properties, L.L.C.



President
Title

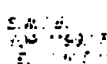
ATTEST: Jane E. Wagner
Secretary
Title

Grantee shall repair and restore any damage done to Grantor's property in connection with the exercise of the rights granted herein. Grantor reserves the right to relocate the easements and installed facilities to a mutually acceptable location, at Grantor's expense, in connection with any redevelopment of Grantor's property.

53

Georgia, Hall County, Clerk Superior Court
Filed in office, this 21 day of April 1972
19 72 INDEXED Recorded in Book 2172
Page 54 this 23 day of April 19 72
DWIGHT S. WOOD, Clerk
Chg City 4 HLD Kelly Randall

10

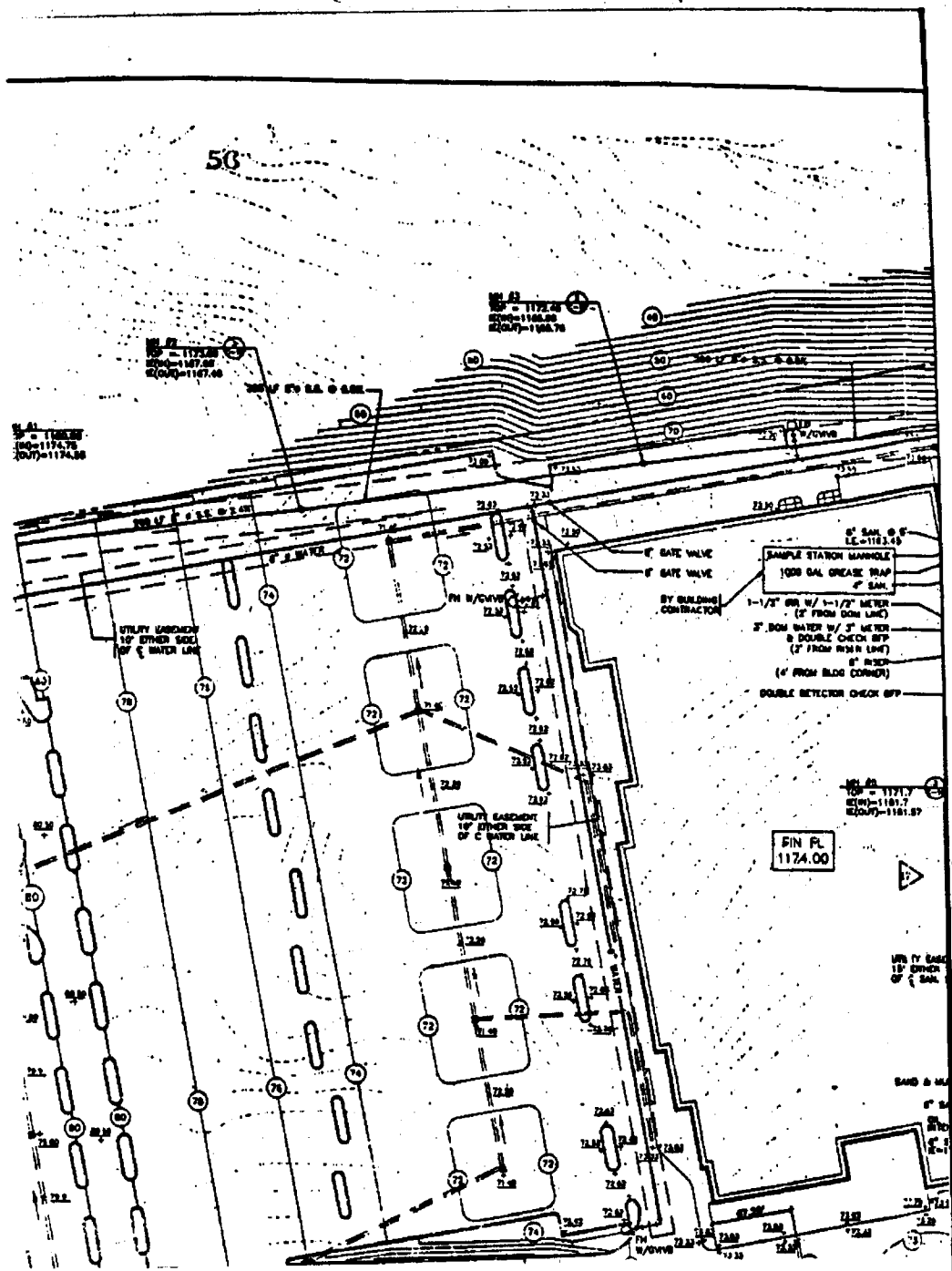


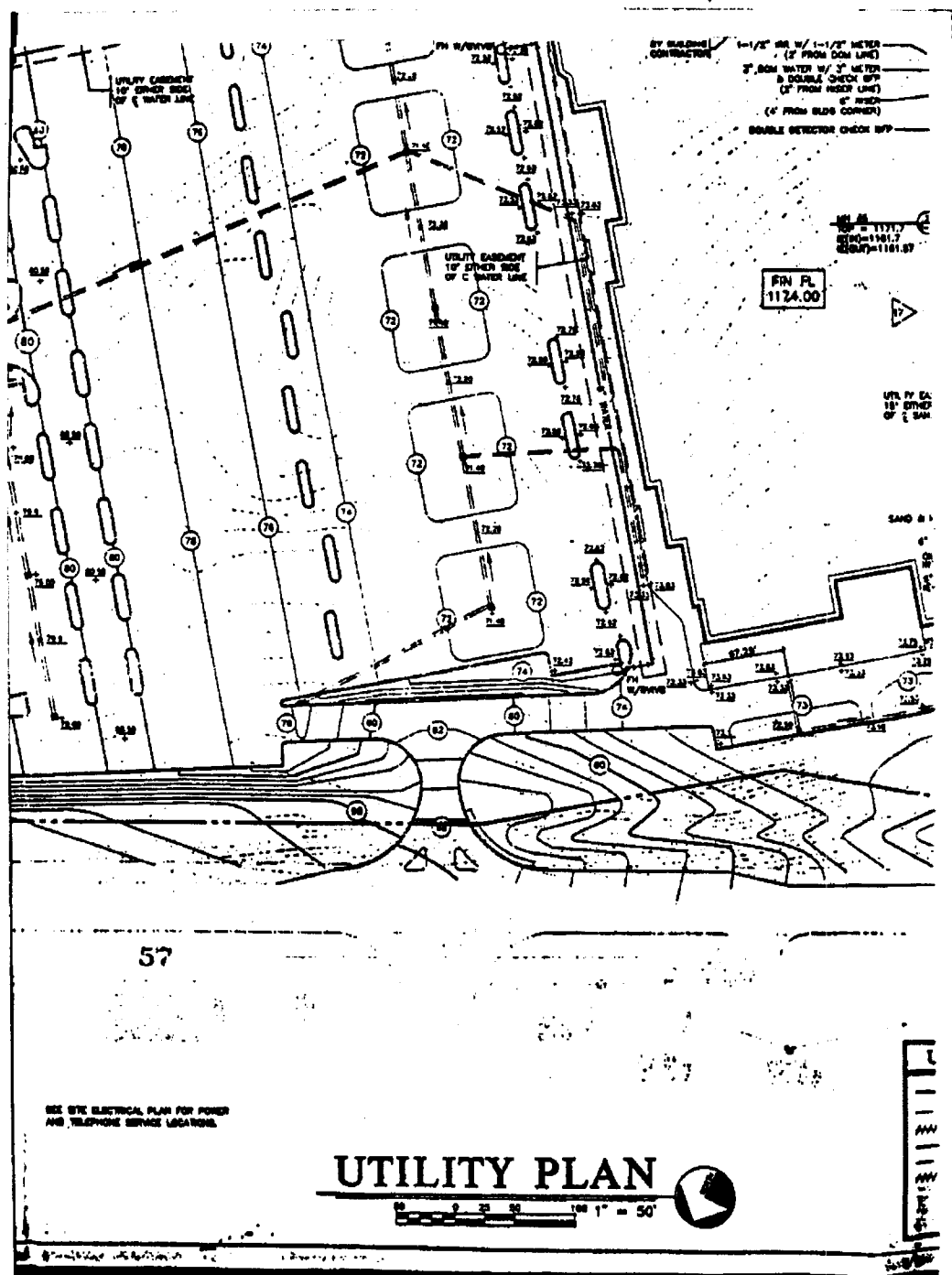
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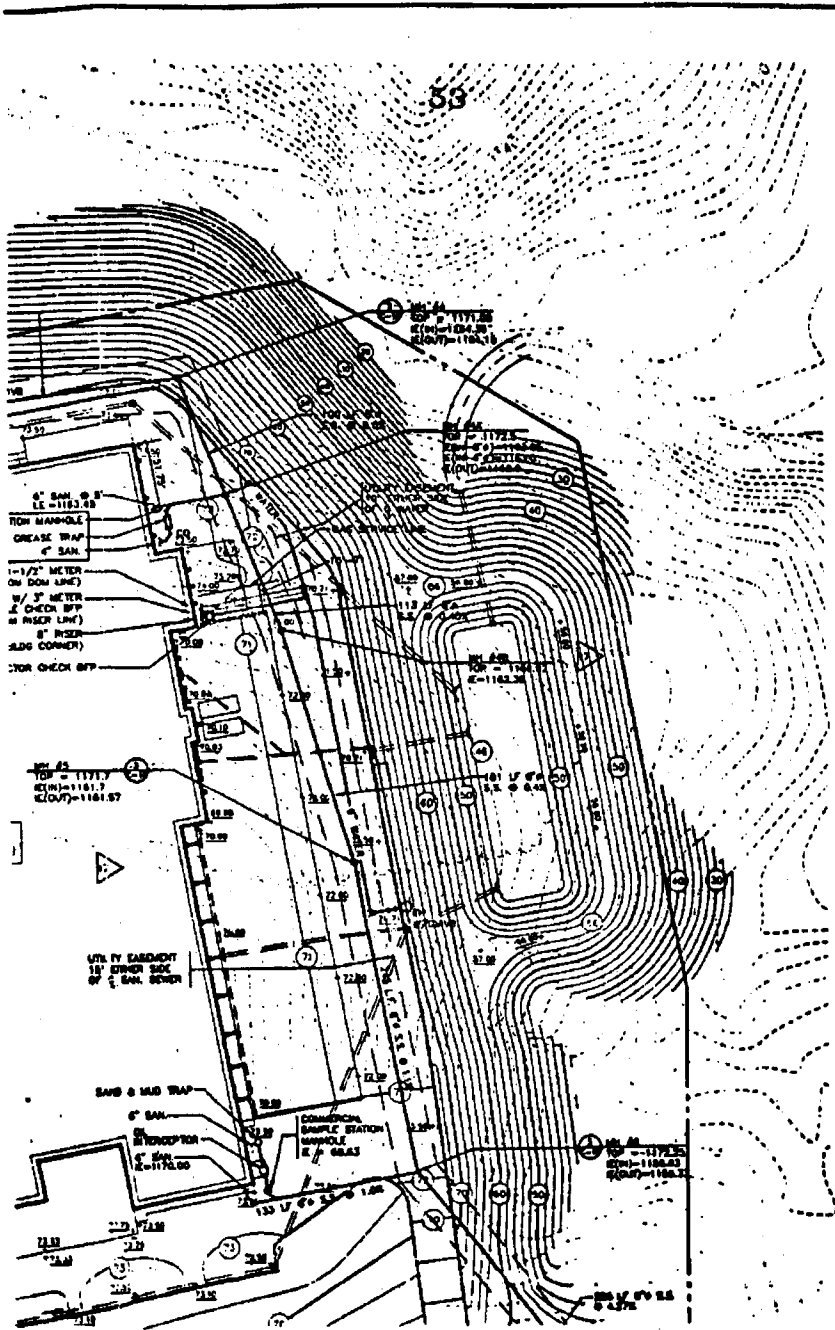
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SITE UTILITY NOTES

1. THE SANITABLE PUBLIC UTILITY DEPARTMENT SHALL BE NOTIFIED 24 HOURS PRIOR TO ANY WATER OR SEWER LINE CONSTRUCTION OR REPAIRS. CALL NUMBERS & ADDRESS: ENGINEERING DEPARTMENT, 10101 10TH STREET, SEASIDE, CALIF. 94134.
2. ALL WATER MAIN AND SANITARY SEWER MAINS AND SUBMAIN LINES SHALL BE IN ACCORDANCE WITH THE CITY OF SAN FRANCISCO STANDARD SPECIFICATIONS FOR CONSTRUCTION OF WATER MAINS AND SANITARY SEWERS, LATEST EDITION.
3. THE CONTRACTOR SHALL BE RESPONSIBLE FOR MAINTAINING A WORKING SET OF DESIGN DRAWINGS SHOWING ALL "AS-BUILT" CONDITIONS. THESE DRAWINGS MUST BE AVAILABLE TO THE DESIGNER AND/OR THE CITY SUPERVISOR UPON REQUEST. THE DRAWINGS SHALL BE AT THE SITE AT ALL TIMES AND SHALL BE KEPT FOR 10 YEARS AFTER FINAL RECORD DRAWINGS.
4. WORKER COLLARS SHALL BE PROVIDED ON STORM AND SANITARY SEWER LINES WHERE SLOPE EXCEEDS 2%.
5. WATER MAINS AND WATER TAP SHALL BE BARRICADED AS NECESSARY TO BE FLAGGED WITH RED FLASHING SIGNALS.
6. TOPS OF EXISTING MANHOLES SHALL BE BARRICADED AS NECESSARY TO BE FLAGGED WITH RED FLASHING SIGNALS.
7. CONTRACTOR IS TO COORDINATE INSTALLATION OF GAS LINES WITH LOCAL GAS COMPANY. CONTRACTOR SHALL COORDINATE THE TIME IS OF APPROVAL GAS LINES TO THE WORK. CONTRACTOR IN COORDINATION WITH GAS COMPANY SHALL BE RESPONSIBLE FOR THE PROTECTION OF GAS LINES AND TO PROVIDE OUTSIDE THE GAS COMPANY'S ALLOWANCE.
8. REFER TO UTILITY PLANNING DRAWINGS FOR 10'-0" OF ALL UTILITIES.
9. EXISTING UTILITIES SHALL BE MOVED IN FIELD PRIOR TO INSTALLATION OF ANY NEW PIPE LINES.
10. TRUNK BLOCK SHALL BE LOCATED AT ALL WATER PIPE VALVES, UTILITY SIGNALS AND VERTICAL BLENDS AND TIE. VERTICAL BLENDS AND TIE, PIPE TRENCHES SHALL BE 10'0" DEEP AND SHALL BE IN ACCORDANCE WITH UTILITY DRAWING NO. 24, SECTION OF PLANNING DRAWING, 1000 AND 1000, OF CITY ENGINEERING. WHEN PIPE IS EXPOSED.
11. SANITARY SEWER LINE SHALL BE OF DUCTILE IRON PIPE AT ALL LOCATIONS. WHERE SANITARY LINE EXPOSED ABOVE OR BELOW A STREET SEWER LINE.
12. WHERE WATER MAINS CROSS THE SANITARY SEWER LINE, THE WATER MAINS SHALL BE 10'0" DEEP AND SHALL BE IN ACCORDANCE WITH UTILITY DRAWING NO. 24, SECTION OF PLANNING DRAWING, 1000 AND 1000, OF CITY ENGINEERING. WHEN PIPE IS EXPOSED.
13. ALL UTILITIES SHALL BE KEPT OPEN AND CLEAR FOR A MINIMUM OF 10'0" PRIOR TO INSTALLATION OF ANY NEW PIPE LINES.
14. EXISTING DRAINAGE STRUCTURES TO BE EXPOSED AND REPAIRED AS NEEDED AND EXISTING PILES TO BE CLEANED OUT TO REMOVE ALL SILT AND DEBRIS.
15. REFER TO SHEET 55-1, THE ELECTRICAL PLAN, FOR DETAILS ON TELEPHONE AND CABLE TELEVISION SERVICE.
16. REFER TO SHEET 55-1, THE ELECTRICAL PLAN, FOR DETAILS ON TELEPHONE AND CABLE TELEVISION SERVICE.
17. REFER TO SHEET 55-1, THE ELECTRICAL PLAN, FOR DETAILS ON TELEPHONE AND CABLE TELEVISION SERVICE.
18. REFER TO SHEET 55-1, THE ELECTRICAL PLAN, FOR DETAILS ON TELEPHONE AND CABLE TELEVISION SERVICE.
19. REFER TO SHEET 55-1, THE ELECTRICAL PLAN, FOR DETAILS ON TELEPHONE AND CABLE TELEVISION SERVICE.
20. REFER TO SHEET 55-1, THE ELECTRICAL PLAN, FOR DETAILS ON TELEPHONE AND CABLE TELEVISION SERVICE.

55
THE SITE ELECTRICAL PLAN
AND TELEPHONE SERVICE







5780 Prochaine-Dumoulin Road
Suite 105
Atlanta, Georgia 30342

Phone (404) 257-8760
Fax (404) 851-1732

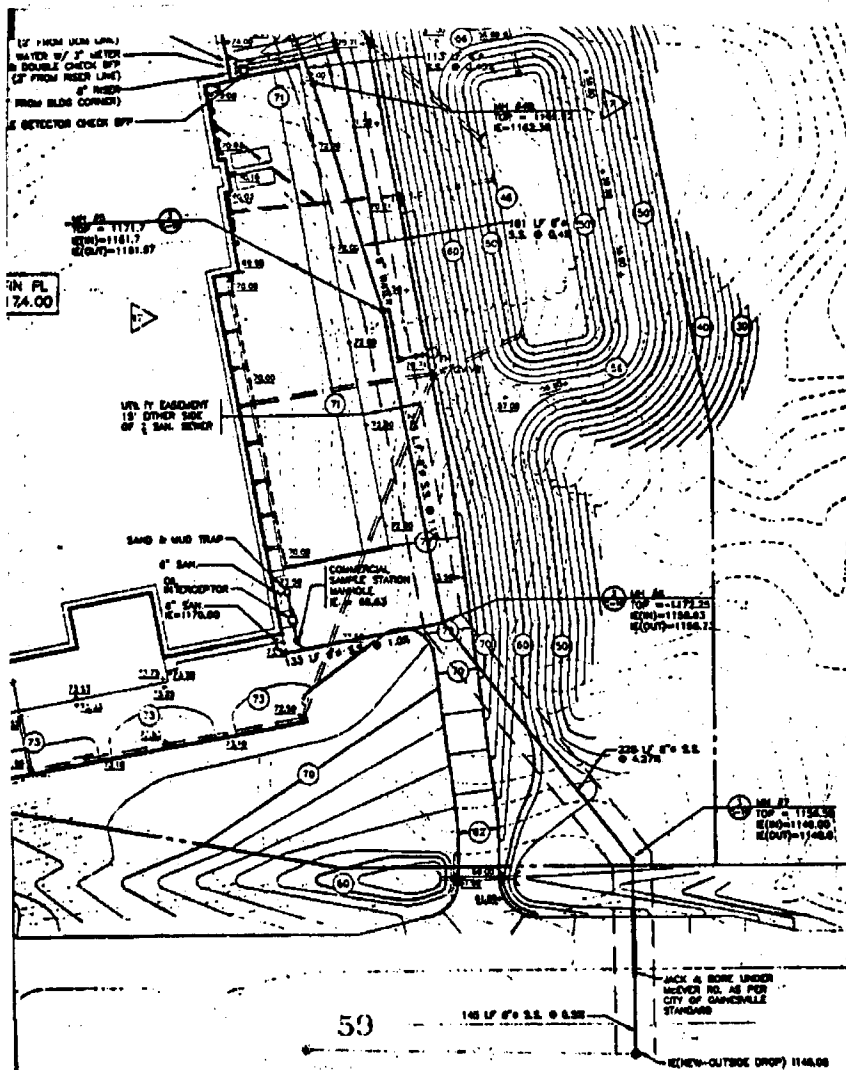
ROBERTSON
LOIA
ROOF
ARCHITECTS
ENGINEERS



PERMISSIONS

- [illegible]

#4916
VILLE MARKETFAIR
MD501A



UTILITY SYMBOLS LEGEND	
— S.S. —	PROPOSED SAN SEWER
— S.S. — CL —	CL SAN SEWER (TO REMAIN)
S.S. —	CL SAN SEWER (TO BE REMOVED)
— W —	PROPOSED WATER
— W — CL —	CL WATER (TO REMAIN)
W —	CL WATER (TO BE REMOVED)
MH	MANHOLE
GO	CLEAN OUT
PH	PIPE HYDRANT

EXHIBIT A

1. ALL UTILITY MATERIALS SHALL CONFORM TO CITY OF GAINESVILLE SPECIFICATIONS.
2. EXISTING UTILITY LINES SHALL BE AS FOLLOWS:
CL (CL. SAN. LINE) SHALL BE REMOVED FOR 10' FROM ALL
CL. CL. SAN. LINE SHALL BE REMOVED FOR 10' FROM ALL
CL. CL. SAN. LINE SHALL BE REMOVED FOR 10' FROM ALL
3. PROPOSED STRUCTURES SHALL BE AS FOLLOWS:
CL. CL. SAN. LINE SHALL BE REMOVED FOR 10' FROM ALL
CL. CL. SAN. LINE SHALL BE REMOVED FOR 10' FROM ALL
CL. CL. SAN. LINE SHALL BE REMOVED FOR 10' FROM ALL
4. ALL CONCRETE TO HAVE A MINIMUM OF 3000 PSI COMPRESSIVE STRENGTH OF 3000 PSI.
5. SANITARY SEWER SHALL BE AS FOLLOWS:
CL. CL. SAN. LINE SHALL BE REMOVED FOR 10' FROM ALL
CL. CL. SAN. LINE SHALL BE REMOVED FOR 10' FROM ALL
CL. CL. SAN. LINE SHALL BE REMOVED FOR 10' FROM ALL
6. 4" TO 6" WATER LINES SHALL BE EXISTING SAN PIPE FOR 10' FROM ALL.
7. WATER LINES SHALL HAVE 10' OF 10" OR LARGER WATER TUBE 10' FROM ALL AND 10' FROM ALL AND 10' FROM ALL AND 10' FROM ALL.

REVISIONS	
1	3-17-83 CITY COMMENTS
2	3-17-83 CITY COMMENTS
3	3-18-83 SHOP COMMENTS
4	3-21-83 CITY COMMENTS
5	3-21-83 CITY COMMENTS
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100	3-21-83 CITY COMMENTS

KMART #4916
GAINESVILLE MARKETFAIR
GAINESVILLE, GEORGIA
COLUMBIA PROPERTIES
ATLANTA, GEORGIA

UTILITY PLAN
DATE 4-26-93
DESIGNED 92-186
CHECKED
C-3



CHICAGO TITLE INSURANCE COMPANY

National Business Unit

4170 Ashford Dunwoody Road, Suite 460, Atlanta, GA 30319 (404) 303-6300 Fax: (404) 303-6307

COMMITMENT# 90501160

ATLANTA NBU File# 90501160

Instrument# _____

Deed Book/Volume 2172 Page 60

() Vesting Deed

() Tax Assessment

() Schedule A: _____ ()

() Requirement: Schedule B, Section 1 Item(s) _____ ()

(✓) Exception: Schedule B, Section 2 Item(s) 10 ()

() Schedule C Item(s) _____ ()

() Other: _____



City of Gainesville

PUBLIC UTILITIES DEPARTMENT

P.O. BOX 2496
GAINESVILLE, GEORGIA 30603
(404) 535-6879
FAX (404) 535-5634

Office of Director
Water Distribution
Water Works
Water Pollution Control
Sanitary Sewers
Engineering Services
Utility Systems
Field Services
Construction Management
Environmental Services

GEORGIA, HALL COUNTY

60

This conveyance executed this 1st day of March, 1994 that for and in consideration of Ten and 00/100 ----- (\$ 10.00) dollars in hand paid, receipt of which is acknowledged, the undersigned does hereby grant, sell and convey unto the City of Gainesville, Georgia, a perpetual easement for right-of-way for the purpose of laying, constructing and maintaining a water main across and through the land indicated on drawings prepared by Robinson/Loia/Root Architects and Engineers for the K-Mart Number 4916, Gainesville Market Fair dated April 26, 1993, as revised and attached hereto as Exhibit A. Said land is indicated on Tax Map 01-116 Block 002 Lot 031 located in Hall County Tax Office in Gainesville, Georgia. Said right-of-way being on the lands of grantor and extending a distance of 10 feet on either and both sides of the centerline of the water main.

The Grantee shall have the right of ingress and egress on said lands for the purpose of constructing, laying and maintaining said water main and shall exercise reasonable diligence in doing necessary work in connection therewith so as to avoid damaging the property. (See attached page)

IN WITNESS WHEREOF, the undersigned President hereto sets her hand and seal the day and year above written.

Signed, Seal and Delivered
in the Presence of:

Christine Neill
CPI Properties, L.L.C.

[Signature]
Notary Public
Notary Public, Cobb County, Georgia
Commission Expires February 8, 1995
Commission Expires

President
Title

ATTEST: Jean L. Wagon
Secretary

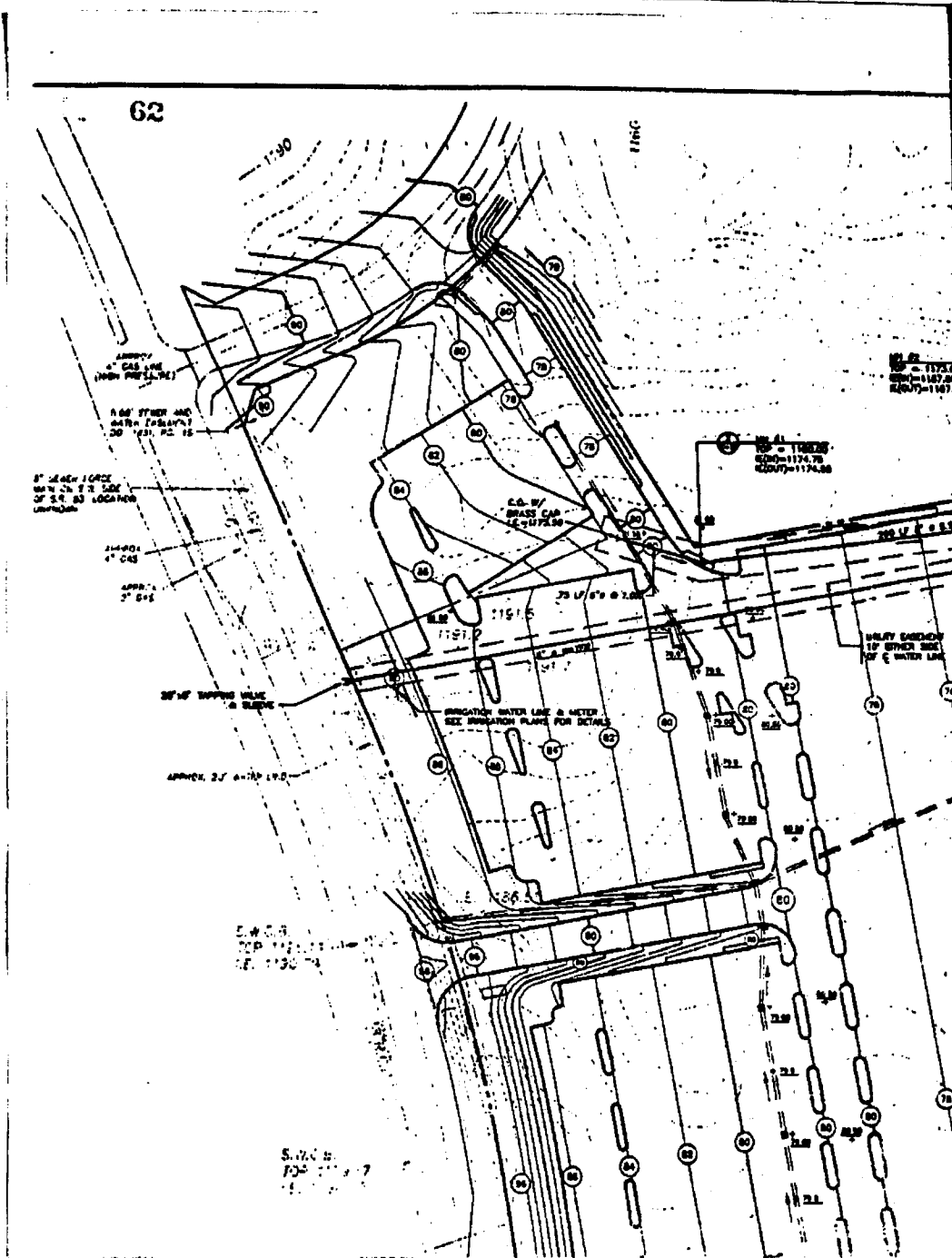
Georgia, Hall County, Clerk Superior Court Title
Filed in office, this 21st day of April
19 94 at 10:45 AM. Recorded in Book 2172
Page 7 from 22 day of April, 19 94
[Signature]
DWIGHT S. WOOD, Clerk

City of Gainesville

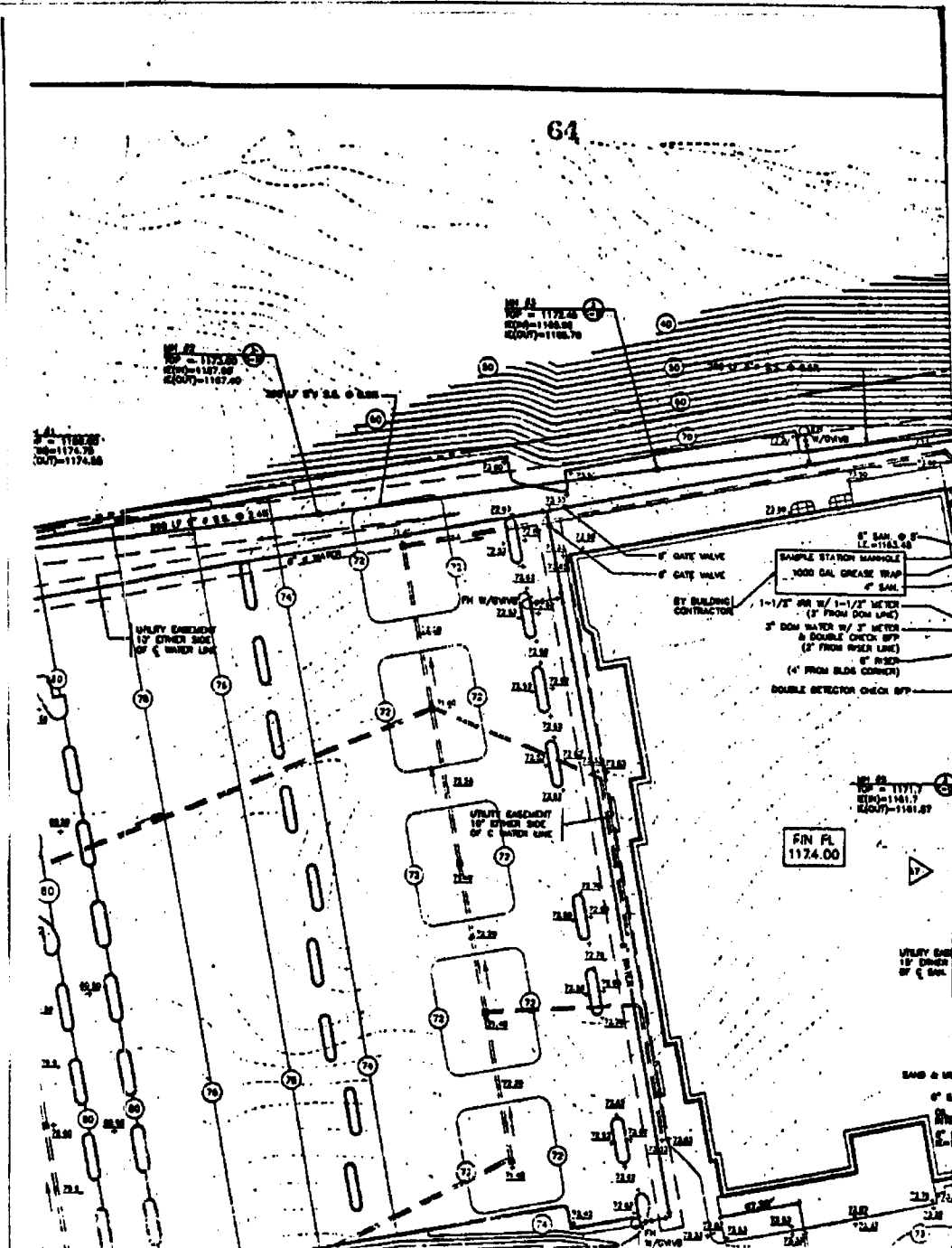
61

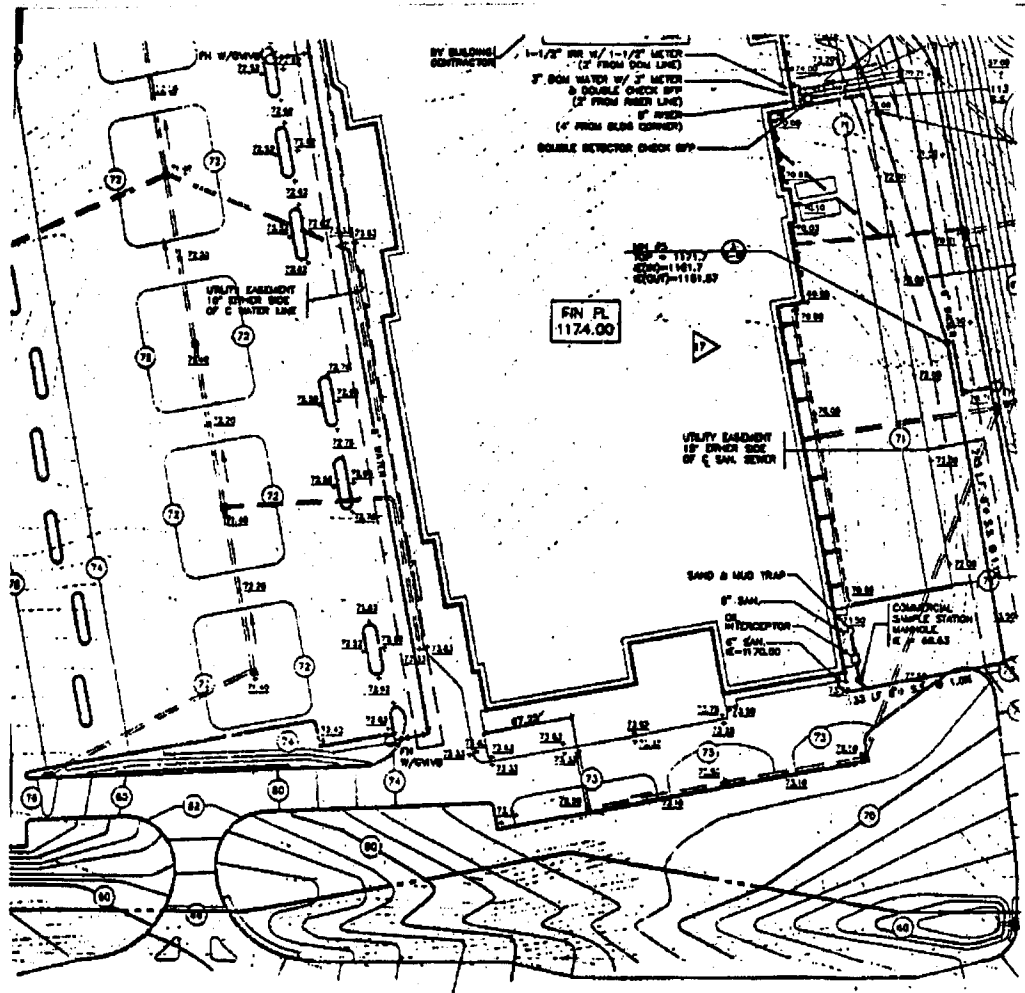
Grantee shall repair and restore any damage done to Grantor's property in connection with the exercise of the rights granted herein. Grantor reserves the right to relocate the easements and installed facilities to a mutually acceptable location, at Grantor's expense, in connection with any redevelopment of Grantor's property.

00



[illegible]





65

UTILITY PLAN

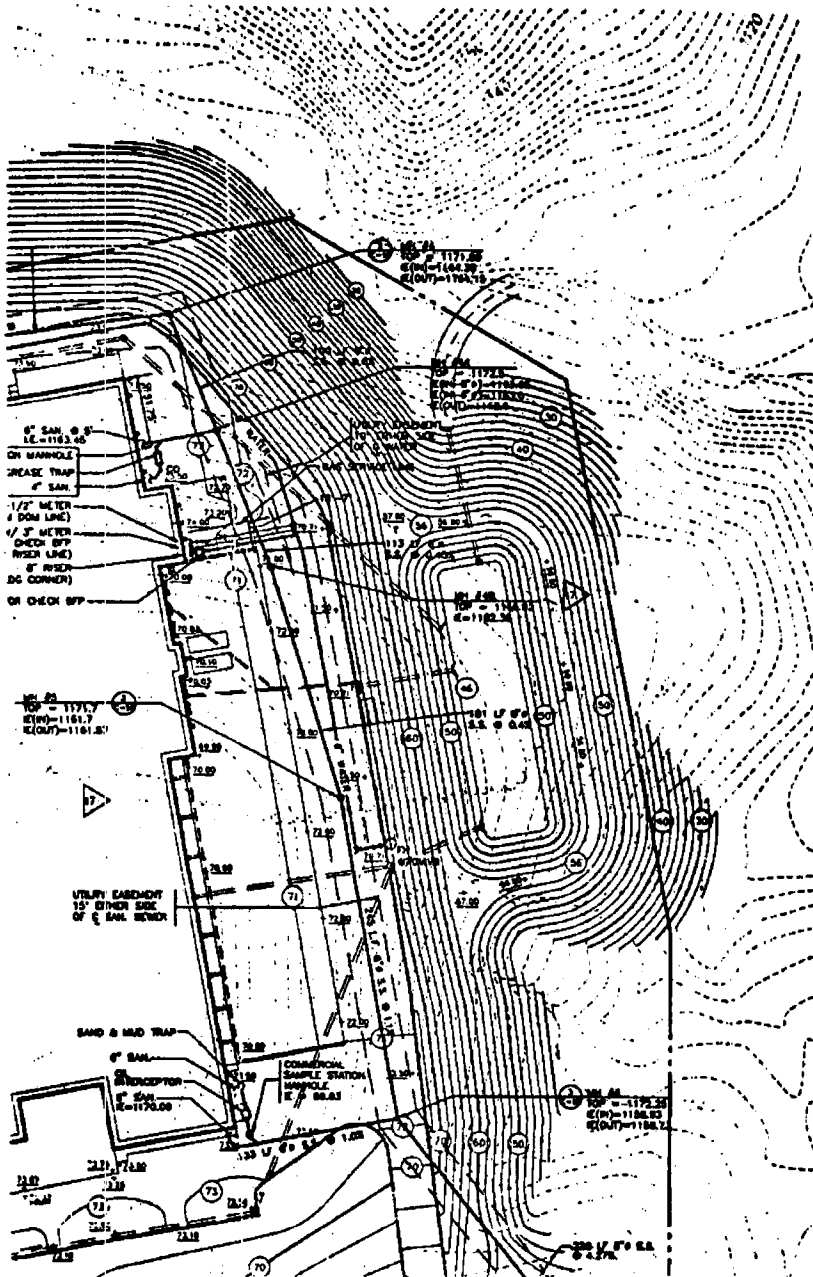
1" = 50'



UTILITY SYMBOLS LEGEND

— S.S. —	PROPOSED SAN SEWER
— S.S. — EX.	EX. SAN SEWER (TO REMAIN)
~~~~~	EX. SAN SEWER (TO BE REMOVED)
— W. —	PROPOSED WATER
— W. — EX.	EX. WATER (TO REMAIN)
~~~~~	EX. WATER (TO BE REMOVED)
MAN	MANHOLE
GO	CLEAN OUT
FI	FIRE HYDRANT

66



5700 Peachtree-Dunwoody Road
Suite 103
Atlanta, Georgia 30342
Phone (404) 257-8780
Fax (404) 851-1728

ROBERTSON
LOIA
ROOF
ARCHITECTS
ENGINEERS



- REVISIONS
- △ 8-5-83 CITY COMMENTS
 - △ 8-17-83 CITY COMMENTS
 - △ 8-18-83 PROP. LOTS & ST. 104 CT
 - △ 8-21-83 CITY & SCS COMMENTS
 - △ 8-22-83 ELIMINATE FORCE MAIN
 - △ 8-23-83 COMMENTS
 - △ 8-23-83 COMMENTS
 - △ 7-1-83 CITY COMMENTS
 - △ 7-1-83 CITY COM.
 - △ 7-13-83 SCS & CITY COMMENTS
 - △ 7-22-83 PLANT COMMENTS
 - △ 7-28-83 REROUTED STORM LINE & DRAIN
 - △ 8-1-83 RELOCATE DRIVE
 - △ 8-1-83 CITY COM.
 - △ 8-1-83 CITY COM.
 - △ 8-1-83 CITY COM.
 - △ 8-1-84 SANITARY AS-BUILT

#4916
VILLE MARKETFAIR
PROPOSED
DIA PROPERTIES
DIA

TITLE EXCEPTIONS

THIS SURVEY IS BASED ON A TITLE REPORT PREPARED BY FIRST AMERICAN TITLE INSURANCE COMPANY, COMMITMENT NUMBER O-132/1431, DATED DECEMBER 28, 2016.

8. EASEMENTS CONTAINED IN THAT CERTAIN QUIT CLAIM DEED FROM ELIZABETH REINS, MARGUERITE S. JUDSON, BENJAMIN MICHAEL SMITH AND BENJAMIN JASPER SMITH TO DEPARTMENT OF TRANSPORTATION, STATE OF GEORGIA, DATED NOVEMBER 17, 1989, FILED NOVEMBER 22, 1989 AND RECORDED IN DEED BOOK 1411, PAGE 338, HALL COUNTY, GEORGIA RECORDS. (AFFECTS TRACT 1 ONLY).

AFFECTS THE SUBJECT PROPERTY. CURRENT RIGHT OF WAY SHOWN. EASEMENTS MAY EXIST, BUT THE SURVEYOR IS UNABLE TO DETERMINE THE LOCATION OR EXTENT BECAUSE THE MAP EXHIBITS TO THE SUBJECT DOCUMENT ARE ILLEGIBLE.

9. EASEMENTS CONTAINED IN THAT CERTAIN TRUSTEES DEED FROM FIRST NATIONAL BANK OF GAINESVILLE, AS TRUSTEE FOR ETHEL STRINGER UNDER TRUST AGREEMENT DATED JUNE 8, 1982 TO DEPARTMENT OF TRANSPORTATION, STATE OF GEORGIA, DATED NOVEMBER 21, 1989, FILED ON NOVEMBER 22, 1989, RECORDED IN DEED BOOK 1411, PAGE 346, AFORESAID RECORDS. (AFFECTS TRACT 1 ONLY).

AFFECTS THE SUBJECT PROPERTY. CURRENT RIGHT OF WAY SHOWN. ADDITIONAL EASEMENTS MAY EXIST, BUT THE SURVEYOR IS UNABLE TO DETERMINE THE LOCATION OR EXTENT BECAUSE THE MAP EXHIBITS TO THE SUBJECT DOCUMENT ARE ILLEGIBLE.

10. EASEMENTS CONTAINED IN THAT CERTAIN TRUSTEE'S DEED FROM FIRST NATIONAL BANK OF GAINESVILLE, AS TRUSTEE FOR ETHEL STRINGER UNDER TRUST AGREEMENT DATED JUNE 8, 1982 TO DEPARTMENT OF TRANSPORTATION, STATE OF GEORGIA, DATED APRIL 9, 1989, FILED ON APRIL 22, 1993, RECORDED IN DEED BOOK 1941, PAGE 246, AFORESAID RECORDS. (AFFECTS TRACTS 1 AND 2).

AFFECTS SUBJECT PROPERTY AS SHOWN.

11. EASEMENT AGREEMENT BY AND BETWEEN FIRST NATIONAL BANK, TRUSTEE, UNDER AGREEMENT WITH ETHEL L. STRINGER AND COLUMBIA PROPERTIES INCORPORATED, DATED MAY 27, 1993, FILED MAY 28, 1993, RECORDED IN DEED BOOK 1965, PAGE 177, AFORESAID RECORDS; AS AFFECTED BY QUIT CLAIM DEED BETWEEN CPI PROPERTIES, L.L.C. AND FIRST NATIONAL BANK OF GAINESVILLE, AS TRUSTEE UNDER AN AGREEMENT WITH ETHEL L. STRINGER, DATED OCTOBER 31, 1995, FILED DECEMBER 18, 1995, RECORDED IN DEED BOOK 2512, PAGE 309, AFORESAID RECORDS. (AFFECTS TRACTS 1 AND 2).

AFFECTS THE SUBJECT PROPERTY. EASEMENTS MAY EXIST, BUT THE SURVEYOR IS UNABLE TO DETERMINE THE LOCATION OR EXTENT BECAUSE THE MAP EXHIBITS TO THE SUBJECT DOCUMENT ARE ILLEGIBLE.

12. SEWER AGREEMENT BY AND BETWEEN CPI PROPERTIES, L.L.C. AND CITY OF GAINESVILLE, GEORGIA, DATED NOVEMBER 4, 1993, FILED NOVEMBER 17, 1993, RECORDED IN DEED BOOK 2075, PAGE 294, AFORESAID RECORDS. (AFFECTS TRACTS 1 AND 2).

AFFECT SUBJECT PROPERTY AS PLOTTED.

13. RIGHT OF WAY EASEMENT FROM CPI PROPERTIES, L.L.C. TO CITY OF GAINESVILLE, GEORGIA, DATED MARCH 1, 1994, FILED APRIL 21, 1994, RECORDED IN DEED BOOK 2172, PAGE 52, AFORESAID RECORDS. (AFFECTS TRACTS 1 AND 2).

AFFECT SUBJECT PROPERTY AS PLOTTED.

14. RIGHT OF WAY EASEMENT FROM CPI PROPERTIES, L.L.C. TO CITY OF GAINESVILLE, GEORGIA, DATED 3 MARCH 1, 1994, FILED APRIL 21, 1994, RECORDED IN DEED BOOK 2172, PAGE 60, AFORESAID RECORDS. (AFFECTS TRACTS 1 AND 2).

AFFECT SUBJECT PROPERTY AS PLOTTED.

15. RECIPROCAL EASEMENT AND RESTRICTIVE COVENANT AGREEMENT BY AND BETWEEN BCE INVESTMENTS – GAINESVILLE LLC AND KMART CORPORATION, DATED FEBRUARY 15, 2000, FILED FEBRUARY 17, 2000, RECORDED IN DEED BOOK 3629, PAGE 260, AFORESAID RECORDS. (AFFECTS TRACTS 1 AND 2).

AFFECTS SUBJECT PROPERTY. BLANKET IN NATURE, UNABLE TO PLOT.

16. RECIPROCAL EASEMENT AND RESTRICTIVE COVENANTS AGREEMENT BY AND BETWEEN BCE INVESTMENTS – GAINESVILLE LLC AND CPI PROPERTIES, L.L.C., DATED FEBRUARY 15, 2000, FILED FEBRUARY 17, 2000, RECORDED IN DEED BOOK 3629, PAGE 297, AFORESAID RECORDS. (AFFECTS TRACTS 1 AND 2).

AFFECTS SUBJECT PROPERTY. BLANKET IN NATURE, UNABLE TO PLOT.

17. CONSENT ORDER AND FINAL JUDGMENT: DEPARTMENT OF TRANSPORTATION VS. BCE INVESTMENTS-GAINESVILLE, LLC, ET AL., CIVIL ACTION FILE NO. 02-CV-7844, DATED MAY 22, 2003, RECORDED OCTOBER 24, 2003 IN DEED BOOK 4778, PAGE 497, AFORESAID RECORDS. (AFFECTS TRACTS 1 AND 2).

MAY AFFECT SUBJECT PROPERTY. NO DESCRIPTION OF CONDEMNATION PROPERTY IS INCLUDED IN THE SUBJECT DOCUMENT.

18. CONSENT ORDER AND FINAL JUDGMENT: DEPARTMENT OF TRANSPORTATION VS. BCE INVESTMENTS-GAINESVILLE, LLC, ET AL., CIVIL ACTION FILE NO. 02-CV-785-B, DATED MAY 19, 2003, RECORDED NOVEMBER 14, 2003 IN DEED BOOK 4800, PAGE 57, AFORESAID RECORDS. (AFFECTS TRACTS 1 AND 2).

MAY AFFECT SUBJECT PROPERTY. NO DESCRIPTION OF CONDEMNATION PROPERTY IS INCLUDED IN THE SUBJECT DOCUMENT.

19. MEMORANDUM OF LEASE BY AND BETWEEN GVILLE ASSOCIATES, LLC AND MARSHALLS OF MA, INC. DATED NOVEMBER 7, 2003, FILED DECEMBER 1, 2003, RECORDED IN DEED BOOK 4813, PAGE 589, AFORESAID RECORDS. (AFFECTS TRACT 1 ONLY).

NOT A SURVEY MATTER. LOCATION OF GA DOT EASEMENTS PER SUBJECT DOCUMENT ARE PLOTTED FOR REFERENCE.

20. MEMORANDUM OF LEASE BY AND BETWEEN GVILLE ASSOCIATES, LLC AND ROSS STORES, INC., DATED OCTOBER 27, 2003, FILED JANUARY 6, 2004, RECORDED IN DEED BOOK 4845, PAGE 362, AFORESAID RECORDS. (AFFECTS TRACT 1 ONLY).

NOT A SURVEY MATTER.

21. MEMORANDUM OF LEASE BY AND BETWEEN GVILLE ASSOCIATES, LLC AND OLD NAVY, LLC DATED APRIL 6, 2004, FILED APRIL 21, 2004, RECORDED IN DEED BOOK 4944, PAGE 57, AFORESAID RECORDS. (AFFECTS TRACT 1 ONLY).

NOT A SURVEY MATTER.

22. MEMORANDUM OF LEASE BY AND BETWEEN GVILLE ASSOCIATES, LLC AND PUBUX SUPER MARKETS, INC. DATED SEPTEMBER 19, 2003, FILED OCTOBER 16, 2003, RECORDED IN DEED BOOK 4770, PAGE 160, AFORESAID RECORDS; AS MODIFIED BY FIRST AMENDMENT TO MEMORANDUM OF LEASE DATED JANUARY 22, 2004, FILED FEBRUARY 4, 2004, RECORDED IN DEED BOOK 4869, PAGE 153, AFORESAID RECORDS; AS FURTHER MODIFIED BY SECOND AMENDMENT TO MEMORANDUM OF LEASE, DATED MAY 6, 2005, RECORDED MAY 20, 2005, IN DEED BOOK 5318, PAGE 407, AFORESAID RECORDS. (AFFECTS TRACT 1 ONLY).

NOT A SURVEY MATTER.

23. MEMORANDUM OF LEASE BY AND BETWEEN INLAND US MANAGEMENT, LLC, AS MANAGING AGENT FOR THE OWNER, INLAND WESTERN GAINESVILLE VILLAGE, LLC AND SHOE CARNIVAL, INC., DATED JULY 7, 2010, FILED MAY 16, 2011, RECORDED IN DEED BOOK 6839, PAGE 488, AFORESAID RECORDS.

NOT A SURVEY MATTER.

24. EASEMENT BY FIRST NATIONAL BANK OF GAINESVILLE, AS TRUSTEE FOR ETHEL STRINGER UNDER TRUST AGREEMENT, IN FAVOR OF THE CITY OF GAINESVILLE, DATED OCTOBER 25, 1989, DATED JANUARY 19, 1990, RECORDED IN DEED BOOK 1431, PAGE 15, AFORESAID RECORDS. (AFFECTS TRACT 2 ONLY).

AFFECT SUBJECT PROPERTY AS PLOTTED.

25. PERPETUAL EASEMENT / FACILITIES DEDICATION – SANITARY SEWER, DATED MARCH 15, 2004, BETWEEN HWY 53 DEVELOPMENT LLC AND CITY OF GAINESVILLE, FILED AND RECORDED MARCH 15, 2004, IN DEED BOOK 4907, PAGE 120, AFORESAID RECORDS. (AFFECTS TRACT 2 ONLY).

AFFECTS SUBJECT PROPERTY AS SHOWN.

SURVEY LEGAL DESCRIPTION

TRACT 1

ALL THAT TRACT OR PARCEL OF LAND LYING IN AND BEING IN GEORGIA LAND LOT 171, DISTRICT 9, CITY OF GAINESVILLE, HALL COUNTY, AND BEING MORE PARTICULARLY DESCRIBED AS FOLLOWS:

BEGINNING AT POINT LOCATED AT THE INTERSECTION OF THE WEST RIGHT OF WAY OF STATE ROUTE 53 CONNECTOR (PUBLIC RIGHT OF WAY VARIES) AND THE SOUTH RIGHT OF WAY OF MCEVER ROAD (PUBLIC RIGHT OF WAY VARIES); THENCE ALONG THE SAID RIGHT OF WAY OF MCEVER ROAD SOUTH 63 DEGREES 35 MINUTES 10 SECONDS WEST FOR A DISTANCE OF 282.86 FEET TO A A NAIL FOUND, WHICH IS THE POINT OF BEGINNING;

THENCE LEAVING THE SAID RIGHT OF WAY AND CONTINUING SOUTH 35 DEGREES 16 MINUTES 13 SECONDS EAST FOR A DISTANCE OF 335.13 FEET TO AN IRON PIN FOUND; THENCE NORTH 54 DEGREES 44 MINUTES 35 SECONDS EAST FOR A DISTANCE OF 278.20 FEET TO AN IRON PIN FOUND AT THE SAID WEST RIGHT OF WAY OF STATE ROUTE 53 CONNECTOR; THENCE ALONG THE SAID RIGHT OF WAY WITH A CURVE TO THE LEFT WITH AN ARC LENGTH OF 64.26 FEET AND A RADIUS OF 1913.37 FEET, BEING SUBTENDED BY A CHORD OF SOUTH 40 DEGREES 13 MINUTES 09 SECONDS EAST A DISTANCE OF 64.26 FEET TO AN IRON PIN FOUND; THENCE LEAVING THE SAID RIGHT OF WAY AND CONTINUING SOUTH 54 DEGREES 44 MINUTES 35 SECONDS WEST FOR A DISTANCE OF 283.15 FEET TO AN IRON PIN FOUND; THENCE SOUTH 34 DEGREES 37 MINUTES 57 SECONDS EAST FOR A DISTANCE OF 105.15 FEET TO AN IRON PIN FOUND; THENCE SOUTH 56 DEGREES 39 MINUTES 20 SECONDS EAST FOR A DISTANCE OF 65.00 FEET TO AN IRON PIN FOUND; THENCE SOUTH 58 DEGREES 07 MINUTES 03 SECONDS EAST FOR A DISTANCE OF 109.99 FEET TO AN IRON PIN FOUND; THENCE SOUTH 73 DEGREES 22 MINUTES 25 SECONDS EAST FOR A DISTANCE OF 35.25 FEET TO AN IRON PIN FOUND; THENCE SOUTH 56 DEGREES 26 MINUTES 25 SECONDS EAST FOR A DISTANCE OF 149.63 FEET TO AN IRON PIN FOUND; THENCE SOUTH 56 DEGREES 52 MINUTES 37 SECONDS EAST FOR A DISTANCE OF 51.60 FEET TO AN IRON PIN FOUND; THENCE SOUTH 69 DEGREES 12 MINUTES 20 SECONDS EAST FOR A DISTANCE OF 47.70 FEET TO AN IRON PIN FOUND AT THE NORTH RIGHT OF WAY OF GREENHILL CIRCLE (80 FOOT PUBLIC RIGHT OF WAY); THENCE ALONG THE SAID RIGHT OF WAY WITH A CURVE TO THE LEFT WITH AN ARC LENGTH OF 59.76 FEET AND A RADIUS OF 340.00 FEET, BEING SUBTENDED BY A CHORD OF SOUTH 21 DEGREES 01 MINUTES 59 SECONDS WEST A DISTANCE OF 59.69 FEET TO AN IRON PIN FOUND; THENCE LEAVING THE SAID RIGHT OF WAY AND CONTINUING NORTH 69 DEGREES 18 MINUTES 23 SECONDS WEST FOR A DISTANCE OF 53.76 FEET TO AN IRON PIN FOUND; THENCE NORTH 56 DEGREES 40 MINUTES 21 SECONDS WEST FOR A DISTANCE OF 252.93 FEET TO AN IRON PIN FOUND; THENCE SOUTH 54 DEGREES 43 MINUTES 29 SECONDS WEST FOR A DISTANCE OF 973.35 FEET TO AN IRON PIN FOUND; THENCE NORTH 84 DEGREES 31 MINUTES 05 SECONDS WEST FOR A DISTANCE OF 245.29 FEET TO AN IRON PIN FOUND; THENCE NORTH 35 DEGREES 40 MINUTES 39 SECONDS WEST FOR A DISTANCE OF 430.39 FEET TO AN IRON PIN FOUND; THENCE NORTH 59 DEGREES 00 MINUTES 18 SECONDS EAST FOR A DISTANCE OF 195.07 FEET TO AN IRON PIN FOUND; THENCE NORTH 31 DEGREES 54 MINUTES 42 SECONDS WEST FOR A DISTANCE OF 265.78 FEET TO AN IRON PIN FOUND AT THE SAID SOUTH RIGHT OF WAY OF MCEVER ROAD; THENCE ALONG THE SAID RIGHT OF WAY NORTH 65 DEGREES 01 MINUTES 54 SECONDS EAST FOR A DISTANCE OF 126.09 FEET TO A CONCRETE MONUMENT FOUND; THENCE NORTH 24 DEGREES 58 MINUTES 06 SECONDS WEST FOR A DISTANCE OF 15.00 FEET TO A CONCRETE MONUMENT FOUND; THENCE NORTH 65 DEGREES 01 MINUTES 54 SECONDS EAST FOR A DISTANCE OF 181.41 FEET TO A CONCRETE MONUMENT FOUND; THENCE NORTH 75 DEGREES 14 MINUTES 07 SECONDS EAST FOR A DISTANCE OF 73.39 FEET TO A CONCRETE MONUMENT FOUND; THENCE NORTH 64 DEGREES 03 MINUTES 32 SECONDS EAST FOR A DISTANCE OF 158.58 FEET TO A CONCRETE MONUMENT FOUND; THENCE SOUTH 26 DEGREES 24 MINUTES 50 SECONDS EAST FOR A DISTANCE OF 12.00 FEET TO A CONCRETE MONUMENT FOUND; THENCE NORTH 63 DEGREES 35 MINUTES 10 SECONDS EAST FOR A DISTANCE OF 413.25 FEET TO A NAIL FOUND, WHICH IS THE POINT OF BEGINNING.

SAID TRACT OR PARCEL OF LAND CONTAINS 19.759 ACRES AND IS DEPICTED ON THAT ALTA/ACSM PLAT OF SURVEY PREPARED BY LANDPRO SURVEYING AND MAPPING, INC., SEALED AND CERTIFIED BY JAMES H. RADER, GRLS NO. 3033, DATED JANUARY 18, 2017.

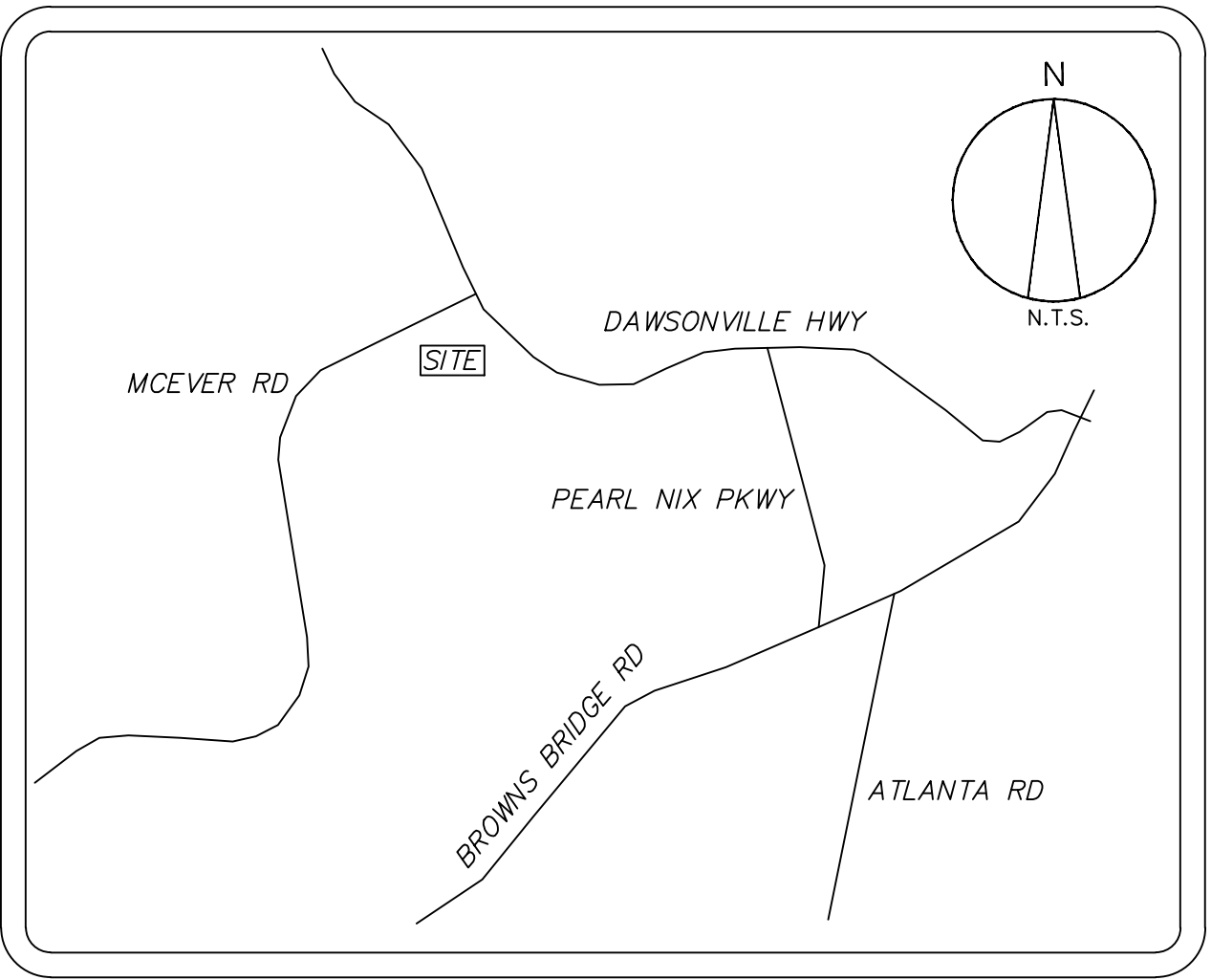
SURVEY LEGAL DESCRIPTION

TRACT 2

ALL THAT TRACT OR PARCEL OF LAND LYING IN AND BEING IN GEORGIA LAND LOT 171, DISTRICT 9, CITY OF GAINESVILLE, HALL COUNTY, AND BEING MORE PARTICULARLY DESCRIBED AS FOLLOWS:

BEGINNING AT POINT LOCATED AT THE INTERSECTION OF THE WEST RIGHT OF WAY OF STATE ROUTE 53 CONNECTOR (PUBLIC RIGHT OF WAY VARIES) AND THE SOUTH RIGHT OF WAY OF MCEVER ROAD (PUBLIC RIGHT OF WAY VARIES); THENCE ALONG THE SAID RIGHT OF WAY OF MCEVER ROAD SOUTH 63 DEGREES 35 MINUTES 10 SECONDS WEST FOR A DISTANCE OF 282.86 FEET TO A A NAIL FOUND; THENCE LEAVING THE SAID RIGHT OF WAY AND CONTINUING SOUTH 35 DEGREES 16 MINUTES 13 SECONDS EAST FOR A DISTANCE OF 335.13 FEET TO AN IRON PIN FOUND; THENCE NORTH 54 DEGREES 44 MINUTES 35 SECONDS EAST FOR A DISTANCE OF 278.20 FEET TO AN IRON PIN FOUND AT THE SAID WEST RIGHT OF WAY OF STATE ROUTE 53 CONNECTOR; THENCE ALONG THE SAID RIGHT OF WAY WITH A CURVE TO THE LEFT WITH AN ARC LENGTH OF 64.26 FEET AND A RADIUS OF 1913.37 FEET, BEING SUBTENDED BY A CHORD OF SOUTH 40 DEGREES 13 MINUTES 09 SECONDS EAST A DISTANCE OF 64.26 FEET TO AN IRON PIN FOUND, WHICH IS THE POINT OF BEGINNING; THENCE CONTINUING ALONG THE SAID RIGHT OF WAY A CURVE TO THE LEFT WITH AN ARC LENGTH OF 219.70 FEET AND A RADIUS OF 1913.37 FEET, BEING SUBTENDED BY A CHORD OF SOUTH 44 DEGREES 28 MINUTES 15 SECONDS EAST A DISTANCE OF 219.58 FEET TO AN IRON PIN FOUND; THENCE SOUTH 48 DEGREES 19 MINUTES 02 SECONDS EAST FOR A DISTANCE OF 25.75 FEET TO AN IRON PIN FOUND; THENCE LEAVING THE SAID RIGHT OF WAY AND CONTINUING SOUTH 42 DEGREES 09 MINUTES 36 SECONDS WEST FOR A DISTANCE OF 242.90 FEET TO AN IRON PIN FOUND; THENCE NORTH 73 DEGREES 22 MINUTES 25 SECONDS WEST FOR A DISTANCE OF 35.25 FEET TO AN IRON PIN FOUND; THENCE NORTH 58 DEGREES 07 MINUTES 03 SECONDS WEST FOR A DISTANCE OF 109.99 FEET TTO AN IRON PIN FOUND; THENCE NORTH 56 DEGREES 39 MINUTES 20 SECONDS WEST FOR A DISTANCE OF 65.00 FEET TO AN IRON PIN FOUND; THENCE NORTH 34 DEGREES 37 MINUTES 57 SECONDS WEST FOR A DISTANCE OF 105.15 FEET TO AN IRON PIN FOUND; THENCE NORTH 54 DEGREES 44 MINUTES 35 SECONDS EAST FOR A DISTANCE OF 283.15 FEET TO AN IRON PIN FOUND, WHICH IS THE POINT OF BEGINNING.

SAID TRACT OR PARCEL OF LAND CONTAINS 1.756 ACRES AND IS DEPICTED ON THAT ALTA/ACSM PLAT OF SURVEY PREPARED BY LANDPRO SURVEYING AND MAPPING, INC., SEALED AND CERTIFIED BY JAMES H. RADER, GRLS NO. 3033, DATED JANUARY 18, 2017.



VICINITY MAP

SURVEY NOTES

1. THIS SURVEY IS BASED ON A TITLE REPORT PREPARED BY FIRST AMERICAN TITLE INSURANCE COMPANY, COMMITMENT NUMBER O-132/1431, DATED DECEMBER 28, 2016.

2. THIS PLAT WAS PREPARED FROM A FIELD SURVEY USING A ONE SECOND TRIMBLE ROBOTIC TOTAL STATION.

3. THE PRECISION OF THE FIELD DATA UPON WHICH THIS SURVEY IS BASED WAS VERIFIED WITH REDUNDANT LINEAR MEASUREMENTS. THE RELATIVE POSITIONAL PRECISION IS LESS THAN 0.07 FEET PER POINT. THE FIELD DATA HAS BEEN ADJUSTED USING LEAST SQUARES.

4. THIS PLAT HAS BEEN CALCULATED FOR CLOSURE AND FOUND TO BE ACCURATE WITHIN ONE FOOT IN 2,104,344 FEET.

5. ALL IPF & IPS ARE ½" REBAR UNLESS NOTED OTHERWISE.

6. THIS PLAT IS SUBJECT TO ALL LEGAL EASEMENTS AND RIGHT OF WAYS, PUBLIC OR PRIVATE.

7. NO PORTION OF THIS PROPERTY APPEARS TO LIE WITHIN THE 100 YEAR FLOOD PLAIN, AND LIES IN ZONE "X", ACCORDING TO FEMA FLOOD INSURANCE RATE MAP NUMBER 13139C0186F, EFFECTIVE DATE OF SEPTEMBER 29, 2006.

8. DISTANCES SHOWN HEREON ARE GROUND DISTANCES. BEARINGS SHOWN HEREON ARE BASED ON ANGLES TURNED AND ARE REFERENCED TO RECORD NORTH.

9. INFORMATION REGARDING THE PRESENCE, SIZE AND LOCATION OF UNDERGROUND UTILITIES SHOWN HEREON IS BASED ON THE LOCATION OF VISIBLE APPURTENANCES. LANDPRO SURVEYING AND MAPPING, INC MAKES NO CERTIFICATION AS TO THE ACCURACY OR THOROUGHNESS OF THE INFORMATION SHOWN HEREON.

10. NUMBER OF MARKED PARKING SPACES: 971 INCLUDING 24 HANDICAP

11. THERE IS NO VISIBLE EVIDENCE OF CURRENT EARTH MOVING WORK, BUILDING CONSTRUCTION, OR BUILDING ADDITIONS ON THIS SITE.

12. THERE IS NO VISIBLE EVIDENCE OF RECENT STREET OR SIDEWALK REPAIRS OR CONSTRUCTION IN THE PUBLIC RIGHT OF WAYS ADJACENT TO THIS SITE.

SURVEY CERTIFICATION

THIS IS TO CERTIFY THAT THIS MAP OR PLAT AND THE SURVEY ON WHICH IT IS BASED WERE MADE IN ACCORDANCE WITH THE 2016 MINIMUM STANDARD DETAIL REQUIREMENTS FOR ALTA/NSPS LAND TITLE SURVEYS, JOINTLY ESTABLISHED AND ADOPTED BY ALTA AND NSPS. THE FIELDWORK WAS COMPLETED ON 01/06/2017. DATE OF PLAT 01/18/2017.

FURTHERMORE, THIS SURVEY WAS PREPARED IN CONFORMITY WITH THE TECHNICAL STANDARDS FOR PROPERTY SURVEYS IN GEORGIA AS SET FORTH IN CHAPTER 180-7 OF THE RULES OF THE GEORGIA BOARD OF REGISTRATION FOR PROFESSIONAL ENGINEERS AND LAND SURVEYORS AND AS SET FORTH IN THE GEORGIA PLAT ACT O.C.G.A. 15-6-67.



JAMES H RADER GEORGIA RLS# 3033

LEGEND			
--- PROPERTY LINE	RCP RENFORCED CONCRETE PIPE	TV TELEVISION (CABLE) LINE	
- - - LAND LOT LINE	S SANITARY SEWER LINE	TV TELEVISION PEDESTAL	
CMF CONCRETE MONUMENT FOUND	SSMH SANITARY SEWER MANHOLE	TCB TRAFFIC CONTROL BOX	
IPF IRON PIN SET	G GAS LINE	G GAS METER	
IPF IRON PIN FOUND	GT GREASE TRAP	G GAS VALVE	
CTP CRIMPED-TOP PIPE	DP DUCTILE IRON PIPE	FW FIRE HYDRANT	
OTP OPEN-TOP PIPE	PVC POLYVINYL CHLORIDE PIPE	WV WATER VALVE	
R/W RIGHT OF WAY	PP POWER POLE	WM WATER METER	
P/B POINT OF BEGINNING	LP LIGHT POLE	FDC FIRE DEPARTMENT CONNECTION	
CI CURB INLET	PT POWER (TRANSFORMER) BOX	ICV IRRIGATION CONTROL VALVE	
DI DROP INLET	GW GUY WIRE	W WATER LINE	
YI YARD INLET	PM POWER METER	T TREE	
DWCB DOUBLE-WING CATCH BASIN	OP OVERHEAD POWER LINE	M MONITORING WELL	
SWCB SINGLE-WING CATCH BASIN	UP UNDERGROUND POWER LINE	B BENCHMARK	
HW HEAVY WALL	BM BENCHMARK	BF BUILDING (FINISHED)	
JB JUNCTION BOX	TM TELEPHONE MANHOLE	F FENCE LINE	
SD STORM DRAINAGE PIPE	TP TELEPHONE PEDESTAL	C CONTOUR	
CMF CORRUGATED METAL PIPE	OT OVERHEAD TELEPHONE LINE		
CPP CORRUGATED PLASTIC PIPE	UT UNDERGROUND TELEPHONE LINE		

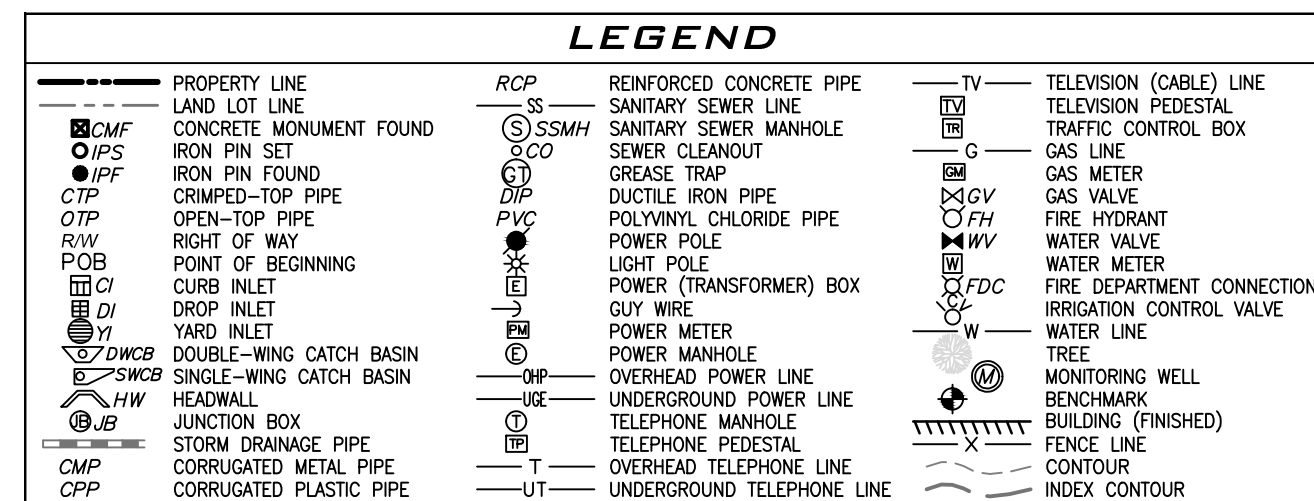
ALTA/NSPS LAND TITLE SURVEY

LandPro
SURVEYING AND MAPPING
305 CREEKSTONE RIDGE
WOODSTOCK, GA 30188
TELE: 404-386-2170
AUTHORIZATION NO. LSFO00838
WWW.LANDPROSURVEYING.COM
INFO@LANDPROSURVEYING.COM
COPYRIGHT 2017

BRANCH GAINESVILLE ASSOCIATES, LP
FIRST AMERICAN TITLE INSURANCE

LAND LOT 171 CITY OF GAINESVILLE
DISTRICT 9 HALL COUNTY, GA

SCALE DATE PROJECT NO. SHEET
1" = 60' 01/18/17 20170118 1 OF 2



LINE	BEARING	DISTANCE
L17	N 31°54'42" W	265.78'
L18	N 65°01'54" E	126.09'
L19	N 24°58'06" W	15.00'
L20	N 65°01'54" E	181.41'
L21	N 75°14'07" E	73.39'
L22	N 64°03'32" E	158.58'
L23	S 26°24'50" E	12.00'
L24	N 63°35'10" E	413.25'
L25	S 48°19'02" E	25.75'
L26	S 42°09'36" W	242.90'
L27	N 73°22'25" W	35.25'
L28	N 58°07'03" W	109.99'
L29	N 66°39'20" W	65.00'
L30	N 34°37'57" W	105.15'
L31	N 54°44'35" E	283.15'

CURVE	ARC LENGTH	RADIUS	CHORD LENGTH	CHORD BEARING
C1	64.26'	1913.37'	64.26'	S 40°13'09" E
C2	59.76'	340.00'	59.69'	S 21°01'59" W
C3	219.70'	1913.37'	219.58'	S 44°28'15" E

ALTA/NSPS LAND TITLE SURVEY

BRANCH GAINESVILLE ASSOCIATES, LP
FIRST AMERICAN TITLE INSURANCE

LAND LOT 171 CITY OF GAINESVILLE
DISTRICT 9 HALL COUNTY, GA

SCALE	DATE	PROJECT NO.	SHEET
1" = 60'	01/18/17	20170118	2 OF 2

LANDPRO
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CITY OF GAINESVILLE

WORKSESSIONREQUEST

Date Submitted: 2/6/2017
Presenter: Phillippa Lewis Moss
Item of Business: Hall Area Transit Development Plan Report
Meeting Date: 3/2/2017

Purpose of Request:

Present findings and recommendations of the 2016 Transit Development Plan (TDP).

History/Background:

The GHMPO secured the services of J.R. Wilburn and Associates, Inc. in the fall of 2016 to prepare a Transit Development Plan which would evaluate and make recommendations for the Gainesville Connection and Dial-A-Ride bus services.

Facts & Issues for Consideration:

Community Service Center Director, Phillippa Lewis Moss, and a representative from J.R. Wilburn and Associates, Inc., will present the Transit Development Plan findings and recommendations.

Department Recommendation:

Consideration of the TDP recommendations for the CSC's FY18 budget.

Department Director:

Phillippa Lewis Moss

If funding is involved, are funds approved within the current budget?

N/A

Amount Requested:

Source of Funds:

Finance Comments:

Administrative Comments:

ATTACHMENTS:

Description	Type
☐ HAT Transit Development Plan	Powerpoint Presentation

Hall Area Transit Development Plan Update

Summary Briefing for Gainesville City Council

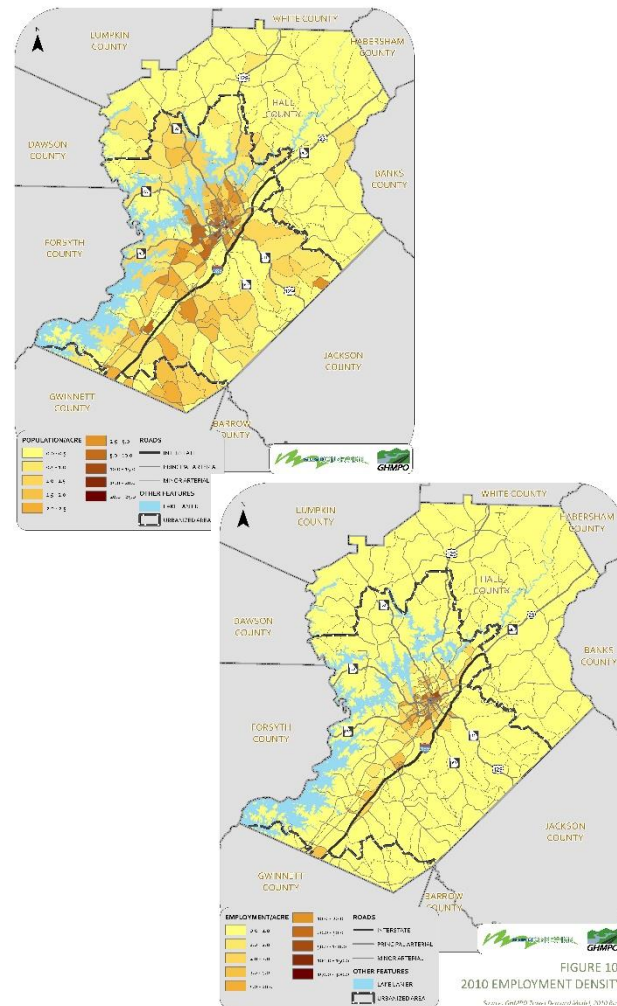


Transit Development Plan Overview

- Definition: Strategy for efficient use of funds to maximize transit services
- Purpose: Develop strategies to enhance transit service given existing and projected issues, opportunities, and funding levels
- Mission: Set a direction for Hall Area Transit to promote multimodal opportunities while supporting regional economic development initiatives

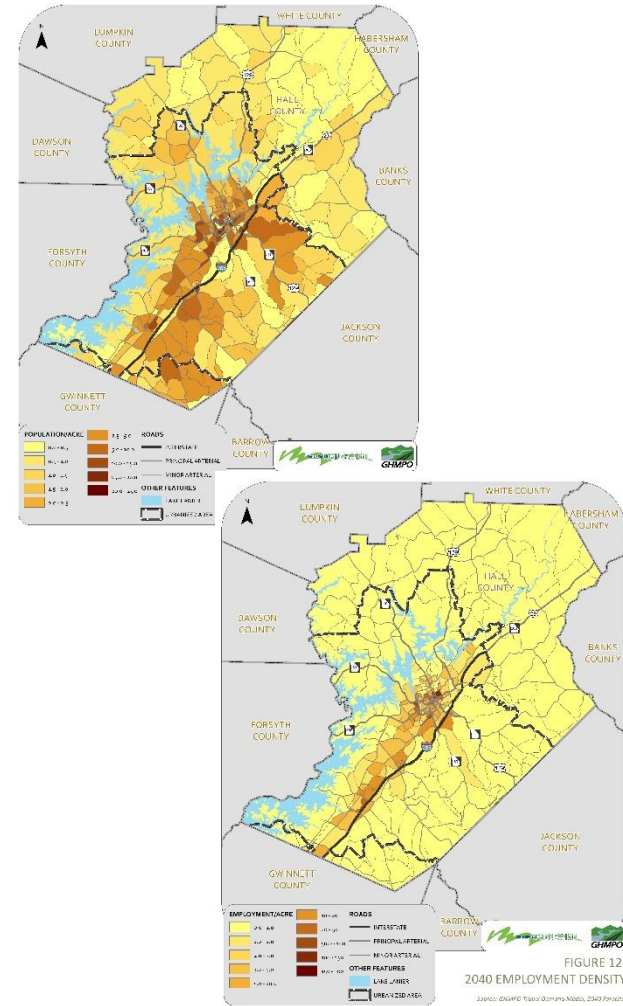
Area Characteristics – Development

- Low density development
 - Residential primarily single family and rural
 - Employment mostly industry and service related, with very little office or high density
- Higher densities in Gainesville
- Many major employers served by Gainesville Connection



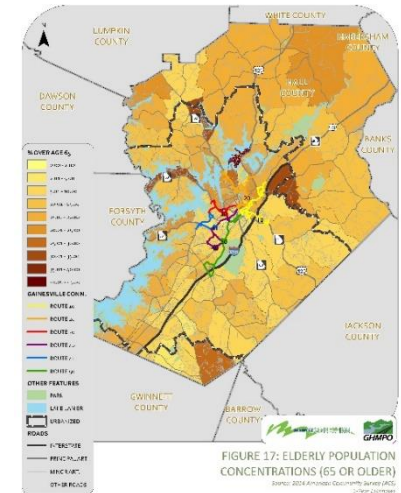
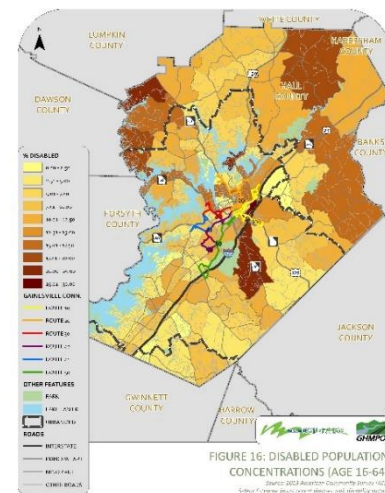
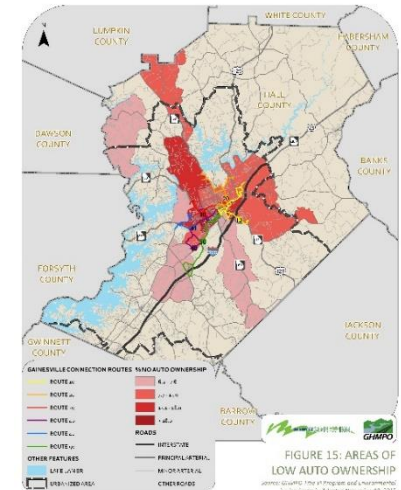
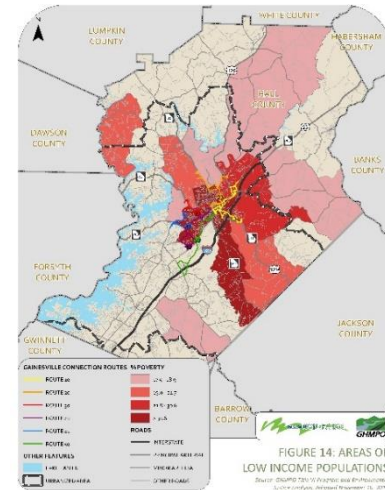
Area Characteristics – Growth

- Projected development mostly low density residential
- Concentrated along I-985 Corridor
- Very little office or high density Employment



Area Characteristics – Transit Dependent

- Low income populations highest in southern Gainesville and along US 129 and SR 60
- Strong correlation between low income and zero-car households
- Elderly and disabled populations more widespread
- Presents challenges to demand response service



Current Service Characteristics

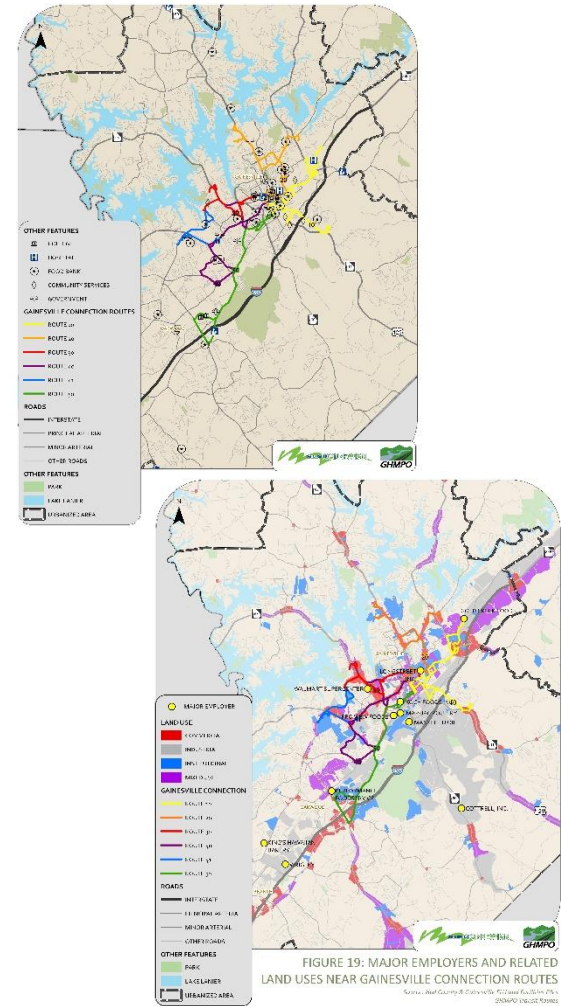
Gainesville Connection

- Six fixed routes
- One-hour frequency
- Weekdays, 6:15 AM – 6:15 PM
- Avg. 11,800 monthly riders
- Routes 10 and 40 have highest ridership
- Route 50 has lowest ridership per trip, but serves high number of transit dependent and ridership is increasing
- Services approximately 20% of urbanized area



Fixed Route Coverage Area

- Most community facilities
 - Universities
 - Government buildings
 - Hospitals
- Major retail and employment served



Fixed Route Service Recommendations

- Focus on strengthening existing weekday services
- Recommended implementation
 - Year 1 – Extend evening hours
 - Year 2 – Increase peak hour headways
 - Year 3 – Extend Routes 10 and 50 and add new route along SR 60
 - Year 4 – Begin Saturday service (1-hour headways)

Fixed Route Service Options

- Extend operating hours by 2 hours, from 6:15 PM to 8:15 PM
- Increase service frequency to every 30 minutes during weekday peak hours (7:00-9:00 AM; 4:00-6:00 PM)
- Extend Routes 10 and 50 and add new Route 60 (along SR 60) to serve additional employment
- Begin Saturday service

Fixed Route Service Options

	Opportunities	Challenges
Extend Evening Hours	• More time for commuters to perform other duties on evening commute • More commuters able to use the service with later hours • No additional infrastructure needed at bus stops	• Higher costs for additional vehicles and staff for operations • Potential need for expansion of transfer center area
Increase Peak-Hour Headways	• Greater flexibility, convenience, and reliability for commute trips within Gainesville • More options for completing other trips via transit • No additional vehicles and/or employees required	• Additional costs resulting from increased operations and maintenance
Add New Route/Route Extensions	• Expanded service area within the region and improved access to more jobs • Greater opportunities to a broader range of employers, who may be amicable to public-private partnerships	• Much higher initial capital costs from additional vehicles and infrastructure associated with new stops • Additional costs from increased operation and maintenance • Potential need for expansion of transfer center area
Begin Weekend Service	• More personal travel options on weekends • Improved service for employees of weekend businesses • No additional vehicles and/or employees required	• Additional costs resulting from increased operations and maintenance

Commuter Service Options

- Gainesville Connection peak hour route to GCT park and ride
- Expansion of GCT Route 101 into Hall County
- Hall Area Transit express commuter service to Atlanta
- Initiation of vanpool services
- Staff coordination with Georgia Commute Options

Commuter Service Options

	Opportunities	Challenges
Gainesville Connection Peak Hour Route to Gwinnett Park and Ride	• Serves transit riders at transfer facility and commuters at SR 53 park and ride • Very little additional infrastructure needed at park and ride lot • Direct control of operations within Gainesville	• Higher costs associated with additional vehicles and staff for operations • Potential need for expansion of transfer center area • Need for coordination with GCT services
Expansion of GCT Route 101 into Hall County	• Much lower costs due to the use of existing fleet from GCT • More established commute service • No additional vehicles and/or employees required	• Need for high level of intergovernmental coordination • GCT branding on vehicles could confuse potential riders
Hall Area Transit Commuter Services to Atlanta	• Direct control of all services • More direct service to Atlanta employment areas without stop at GCT's SR 20 lot • Service to GCT fixed routes	• Initial capital costs for additional vehicles (which are much more expensive than fixed route vehicles) and infrastructure associated with new service • Costs from increased operation and maintenance • Expansion of transfer center area, particularly with use of larger vehicles
Vanpool Services	• Lower cost commute alternative than express bus • Locally-controlled program	• Additional costs of fleet vehicle(s) purchase • Initiating a new program and undertaken new administrative duties
Staff Promotion of Georgia Commute Options	• No additional capital or operating costs • Relatively low-cost compared to other commute options • Maximizes use of existing services	• Need for third-party coordination

Other Recommendations

- Recruit/Hire Marketing Coordinator
 - Develop (and implement) marketing strategy
 - Coordinate with Chamber and employers
 - Coordinate with local governments for transit conducive capital improvements
 - Promote Georgia Commute Options services
- Explore potential for intermodal center in longer term

Good Transit Is Good Business

American Public Transit Association

Increased public transportation **investment** can lead to **significant economic growth**, as a consequence of both the short-term stimulus impact of public transportation outlays and a longer-term, cumulative impact on economic productivity.

Example

The Research Triangle Park in NC anticipates \$12.4 billion in additional business sales and \$5.4 billion in additional wages.

American Public Transit Association

Every \$1 invested in
public transportation
generates approximately \$4
in economic returns.

Connecting Employers & Employees

Tom Hensley/John Wright

FIELDALE FARMS

on the impact of employee recruitment & retention...

Fieldale Farms believes that the availability of public transportation to our facilities is an important factor in workforce stability and growth continuation. Our current need for employees are not being met due to a number of factors: one of which we feel is available public transportation.

Phil Sutton Kubota

on the impact of employee recruitment & retention...

“Kubota’s most valuable resource is its employees. We need the Gainesville Connection to get workers to our facilities in Gainesville and Jefferson.”

Tim Evans – VP Economic Development
Chamber of Commerce
on business development...

“If existing and new businesses in Gainesville/Hall County have one shared vision about transit, it’s to have a robust system that will connect them with their workforce. Bringing employers and employees together just makes good business.”

**Senator Butch Miller
Milton, Martin Honda**
on commuter service...

“Its been my personal experience that bus service to Atlanta is very popular from the North Gwinnet Area and in my mind there’s no reason to think that it would not be more or equally popular to have a bus from Hall County to Downtown Atlanta.”

Connecting Students & Institutions of Higher Learning

Dr. Richard Oates
UNG - Vice President, Gainesville Campus
on the impact to higher education...

“University of North Georgia Gainesville campus has some 7,000 faculty, staff and students commuting to our schools each weekday. Connecting residents to institutions of higher education means an educated and informed citizenry. We would support tactical improvements to the public transit system in our community.”

Dr. Ed L. Schrader
President, Brenau University (Part 1)
on the impact to higher education...

"With Brenau students and faculty taking hundreds of rides each year, it is clear that the Gainesville Connection has become a vital asset for the Brenau family, particularly in their movement between the historic campus, Brenau East, Brenau Downtown Center and the Ernest Ledford Grindle Athletics Park.

Dr. Ed L. Schrader

President, Brenau University (Part 2)

Its value will only increase with the tremendous growth we expect in the next few years of international students, many of whom have no other means of transportation but who will contribute significantly to the local economy. It is a great convenience, too, for members of the community who want to take advantage of the many programs, events and open-to-the-public cultural and education opportunities at Brenau. We heartily endorse the proposal for expanding service times and routes, including in the Gainesville area and Atlanta."

Ray Perren
Lanier Tech President
on the impact to higher education...

“For some of our students, this is their primary form of transportation to and from the college.”

Carrol Burrell – President and CEO Northeast Georgia Health System

on the impact of healthcare...

“Transportation is an issue in our community, particularly for seniors as it relates to healthcare visits. This is key in terms of access to care. Health is more than just physical – we must also consider the conditions in which people are born, grow, work, live, and age, and the wider set of forces and systems shaping the conditions of daily life if we want to truly impact the overall health of the community.”

Connecting Residents & Communities Resources

Kim Davis, Ed.S.
Site Manager, Mountain Ed. Charter High School
on the impact of continuing education..

“Our program is only effective if our students can get to us. Having Gainesville Connection run a late route would be a game changer for our students. It essentially could mean the difference in a student dropping out again or walking across that stage!”

Dr. Pamela Logan
DISTRICT II DEPARTMENT OF PUBLIC HEALTH
on the impact to public health...

“Many of our Hall County Health Department clients use the transit system to access our facilities, and they have to walk great distances from bus stops to our location. It would be helpful to have an expansion of transit services that would decrease the amount of walking between bus stops and the health department, especially for elderly patients and pregnant patients with small children.”

Judge Kathlene L. Gosselin Hall County Treatment Courts

on the impact to accountability courts...

“In the Northeast Judicial Circuit, we have nine accountability court programs that exist to provide substance abuse and mental health treatment to individuals caught in the revolving door of the justice system...For the more than 350 individuals participating in the seven Hall County programs, transportation is a barrier to recovery for many of them. For those with counseling sessions, employment opportunities, program, or drug screens after 6:15 p.m., they are desperate for reliable and consistent transportation. By expanding the buses’ hours of operation and increasing the stops along routes, Hall Area Transit would give the participants the ability to focus on their recovery and increase their employment options so they can get a solid footing in bettering their lives.”

Joy Griffin
PRESIDENT, UNITED WAY HALL COUNTY
as a means of moving people out of poverty...

“United Way is working to create pathways out of poverty. Lack of transportation is a barrier that must be removed in order for us to succeed in cutting poverty in our community.”

Are You Ready To Connect?

