AGENDA

Gainesville Work Session
Thursday, March 1, 2018, 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	Kit Dunlap

DEPARTMENT ISSUES

Public Works	Resolution: Authorization to Apply for Georgia Transportation Infrastructure Bank Grant Funds	Rhonda Brady
Community Development	**Public Hearing Item for the March 6, 2018 Council Meeting** Request from **Geosam Capital US (Atlanta), LP** to amend the existing Planned Unit Development (P-U-D) zoning on a 85.45± acres tract located at the terminus of Lilac Creek Trail and Shady Lane Drive, south of Gaines Mill Road within the Heritage Pointe Subdivision (a/k/a **0 Gaines Mill Road SE**) . **Ward Number: Three.** Tax Parcel Number(s): 15-022-000-014 (part). **Request: 100-single family detached lots.**	Matt Tate

CITY MANAGER ISSUES

MAYOR/COUNCIL ISSUES

Appointment: Board of Health	Danny Dunagan
Appointment: Chicopee Woods Area Park Commission	Danny Dunagan
Appointment: Planning and Appeals Board	Danny Dunagan
Ex-Officio Report(s)	

CITY ATTORNEY ISSUES

CITY CLERK ISSUES

EXECUTIVE SESSION

ADJOURNMENT

Final: Tuesday, February 27, 2018, 8:40 AM

CITY OF GAINESVILLE

WORKSESSIONREQUEST

Date Submitted: 2/1/2018

Presenter: Kit Dunlap

Item of Business: Economic Development Council

Meeting Date: 3/1/2018

Purpose of Request:
Economic Development Council FY2019 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:
The contractual agreement with the Economic Development Council was FY2018 in $150,000. For FY2019, the agency has requested $150,150.

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:
$150,150

Source of Funds:
Funding will be considered as the City's FY2019 budget is developed.

Finance Comments:

Administrative Comments:

ATTACHMENTS:

Description	Type
FY2019 Budget Request	Backup Material
FY2018 EDC Board Membership	Backup Material
Business Plan 2017-18 - Synopsis	Backup Material
GHCC June 30, 2017 Audited Financial Statements	Backup Material

City of Gainesville

BUDGET REQUEST FY 2019

AGENCY: GREATER HALL CHAMBER OF COMMERCE
ECONOMIC DEVELOPMENT COUNCIL

Current Year Request $150,150

GOALS AND OBJECTIVES

The EDC is requesting $150,150 from the City of Gainesville, $150,150 from Hall County, $150,150 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 2019 (FY19). 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 19 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 19.

Sales and Marketing Efforts:

For FY 19, 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 19 that reflect economic development strategy for the current global economy, including:

- 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 additional growth follow current developments by Carroll Daniel Construction, JOMCO Realty and Parkside on the Square in FY 19. 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.
- EDC efforts have led to many new business locations and expansions in recent years. Available inventory of fully served and entitled business park sites, especially above 30 acres, is becoming scarce. The EDC will continue to work with the City of Gainesville to identify opportunities for future business growth and the infrastructure to support it.
- The EDC's small business programs have resulted in increased participation and services for the community's small business owners. Twenty-six small businesses were recently recognized as Certified Small Business Partners through their participation in our new Small Business Certification program. Participation in the EDC's monthly small business seminars and marketing programs grew 30% in 2017 over the prior year.
- The EDC has a growing role to support the special needs of the Healthcare Service Providers in Gainesville-Hall County, including recent support to NGHS for the new Graduate Medical Education program that will have a significant economic impact.
- 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").
- Workforce Development will continue to be a major effort to support existing industries. Gainesville-Hall County's recent economic development success has been accompanied by historically low unemployment and a scarcity of talent in specific skills. The EDC's efforts have focused on manufacturing firms and killed positions, and it has been a partnership with the City and County Schools, Lanier Technical College and our area Universities. These partnerships are helping change perceptions of various audiences including employers, High School Career Specialists, High School Students, Middle School Students (new) and Career Tech Teachers (new).
- 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.

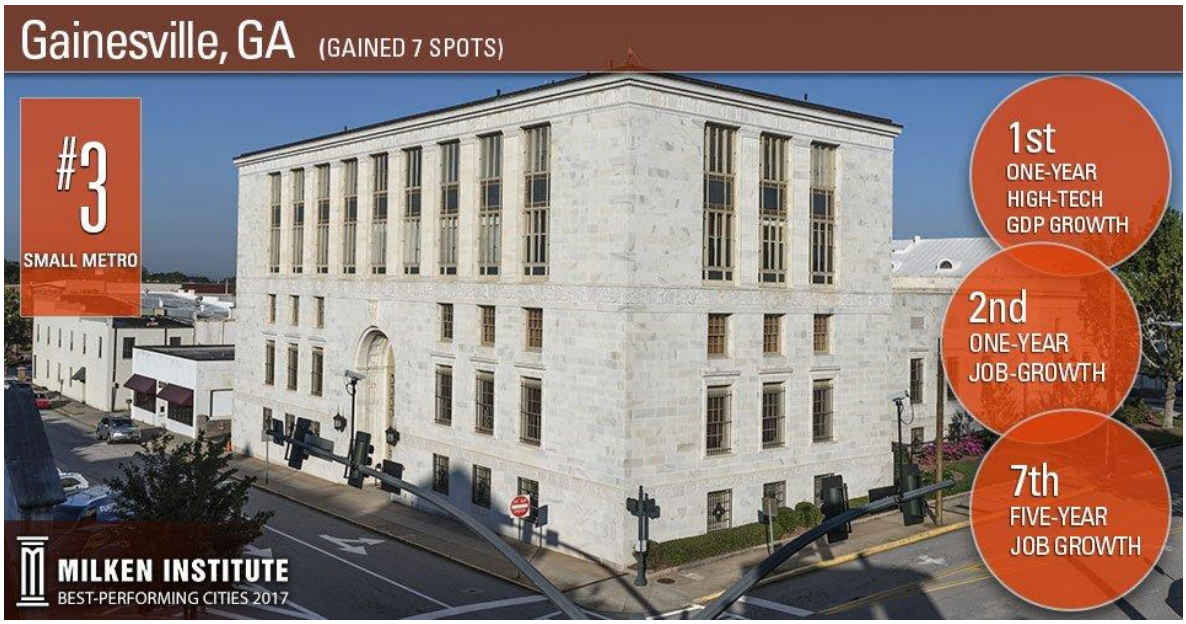
- Expanding its partnership with the State's economic development marketing effort with regard to life sciences recruitment and international business recruitment (Exhibit "B"). These sectors fit well with Gainesville-Hall County's strengths and strategic vision.
- Expanding retail marketing/development 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 in 2018 and 2019.

The EDC is (as of 1/29/18) orchestrating efforts with 89 active project inquiries, and coordinates business retention and expansion efforts for all existing industry. 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 requests of EDC staff for data and information from citizens, businesses and consultants. EDC staff orchestrate approximately 10-12 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

In January of 2018, The Milken Institute released is "Best Performing Small Cities" report comparing more than 200 small metropolitan areas across the United States, and the report rated the Gainesville MSA #3 on the Best Performing Cities ranking and #1 for one-year high tech GDP growth and #2 for one-year job growth.

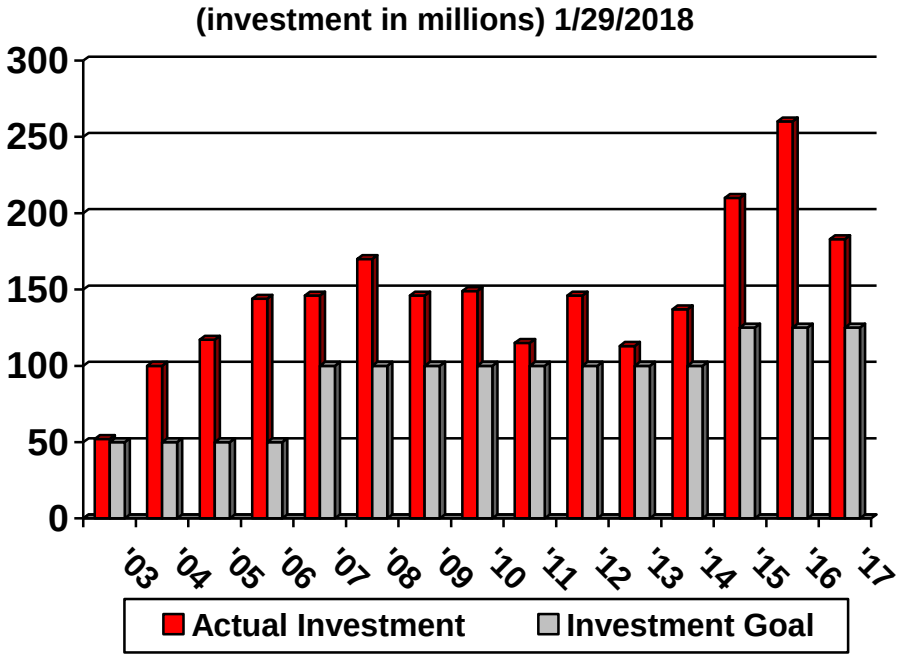


The Gainesville-Hall County Metropolitan Statistical Area (MSA) is among the top 50 fastest growing metros in the nation. Business and industry make long-term investments in our community because of its stability, skilled workforce, visionary leadership and quality of life. We are home to 47 Fortune 500 firms, more than 300 manufacturing and processing concerns, and 47 international companies representing 17 countries. From 2013 to present, 136 new and expanded businesses generated over 5,100 new jobs, retained 350 jobs and invested more than $1 billion in fixed capital. The 2017 fiscal year-end summary for economic development projects includes 29 new and expanded businesses, 1,250 new jobs and $183,000,000 in capital investment.

2017 New and Expanded Locations: (highlighted are in the City of Gainesville)

Albert International	Rotational Mold
Bitzer US	Compressors
Victory Foods	Further Processing
Georgia Truss	Trusses
Marel, Inc.	Equipment
Mincey Marble	Cultured Marble Tile
Mueko	Office Hqtrs
ProCare Rx	Prescription Management
Peerless Winsmith	Gear Boxes
Purina Animal Nutrition	Animal Food
Cantrell Mechanical Solutions	Poultry Equipment
LaserCraft Technologies	Metal Fabrication
Lanier Cold Storage	Cold Storage
Zebra Technologies Corporation	Bar code systems
Gold Creek Foods	Further Processing
Tower Sealants	Sealants
Domo Engineering Plastics US, LLC	Polymer Compounds
Global Resources International, Inc.	Medical Kits
Elite Exhibits	Exhibit Systems
Lanier Manufacturing/Ranger Manufacturing	Poultry Equipment
Pattillo Industrial RE	Spec Bldg
Etori	Robotic welding
Ceramic Tile Services	Tile
Mars Wrigley	Chewing gum
Metals USA	Steel
ZF Division A (TRW)	Automotive Supplier
Viking Range, LLC	Kitchen Appliances
Carroll Daniel Construction Headquarters	Construction Services
Parkside on the Square	Mixed Use
Elastron	Polymer Resins

EDC Investment FY 2003-2017



2017 Year-in-Review, Released 12/29/17

Economic Development Year End Summary

Firms assisted by Chamber division increased 60% in one year

The Greater Hall Chamber of Commerce Economic Development Council (EDC) reports 2017 year-end results of **29 new and expanding firms** adding nearly **900 new jobs and $170 million in new capital investment to Gainesville-Hall County**. The results are a subtle increase in jobs and investment over 2016. The number of firms the EDC assisted grew by over 60% from 18 in 2016 to 29 in 2017.

Some of the job creation and investments announced in 2017 have already taken place, but for many companies, like Carroll Daniel Construction and Viking Range, their investment and job creation plans will take place in 2018. Additional business expansion decisions announced in 2017 included ProCare Rx, Mars Wrigley, Tower Sealants, Zebra Technologies and ZF Industries. And, several firms announced new headquarters and operational facilities, including Carroll Daniel, Mincey Marble and Elite Exhibits.

Not included in these statistics is the $130 million capital investment at the new Lanier Technical College Campus on Highway 365, to be complete by fall 2018 and open for instruction in 2019. Kubota, Tatsumi and Performance Foodservice completed construction of facilities in 2017, but those capital investments were announced in the prior year and are also not included in the latest figures.

Healthcare Services in Gainesville-Hall County enhance quality of life and provide a positive economic impact. New medical office developments are underway in Gainesville,

Oakwood, Flowery Branch and Braselton to improve regional access to healthcare. Northeast Georgia Medical Center recently celebrated a milestone for its new Graduate Medical Education Program set to begin in 2019. The new residency program will grow to more than 170 Graduate Medical Residents by 2023 with an anticipated $66 million economic impact in Hall County.

Some of the area's greatest employment gains are in the Small Business sector. 99% of the 4,432 business establishments in Hall County are categorized as small, using the SBA's definition of fewer than 500 employees. 92.9% employ fewer than 50. Participation in the Chamber's monthly Small Business Seminars has grown 30% in 2017, and 25 small business owners earned the Greater Hall Chamber's "Certified Small Business Partner" designation. This was the first year the certificate program was offered to small business owners that attend at least six in the Small Business Seminar series during the calendar year.

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 completion of US 129 South of Gainesville, completion of a new Tumbling Creek Bridge, construction on the new Exit 14 interchange on I-985, continued work on 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 8 at the University of North Georgia-Gainesville.

2018 will be another big year of tourism events and attractions like the 21st Annual Petit Le Mans at Road Atlanta, Atlanta Botanical Gardens Gainesville and Lanier Islands. Recent investments in the Lake Lanier Olympic Park are leading to additional events like the ICF Dragon Boat World Championships, September 13-16, 2018. Don Carter State Park is adding a 12.5-mile network of hiking and equestrian trails. Hall County is answering a growing need for a heritage welcome center in the restoration of the historic Healan's Head's Mill just off Highway 365 in Hall County.

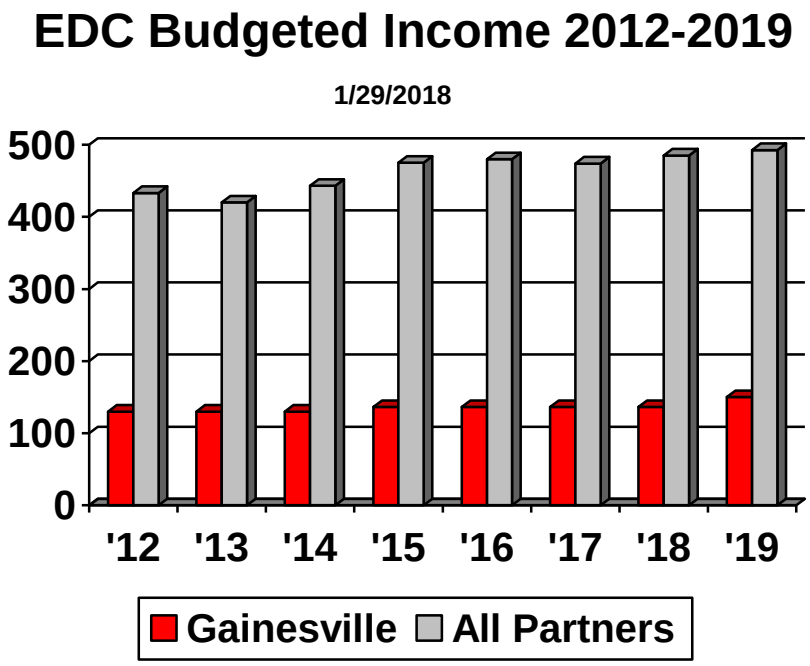
Georgia has earned the #1 ranking for its business environment for an unprecedented fifth year in a row with Gainesville-Hall County named the top job producing Metropolitan Area in the state. The Georgia Department of Labor reports that Gainesville-Hall County added 3,355 jobs from October 2016 to October 2017, a 3.6% increase for the twelve month period. "Our Economic Development success is a result of teamwork and a spirit of dedication to the benefit of the community," said David Lee of Jackson EMC, 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 (3.6% as of November 2017), 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 sustainable growth and to replace highly skilled workers as they retire.

2018 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,



1/22/18			Greater Hall Chamber of Commerce	
			EDC Proposed Budget	
PRELIMINARY			2018 - 2019 Budget Year	
	2016 - 2017		**2017 - 2018**	**Preliminary**
Revenues	**Actual**		**Budget**	**2018- 2019 Budget**
HALLmark - EDC	$ 136,500		$ 150,150	**$ 150,150**
Hall County	$ 136,500		$ 150,150	**$ 150,150**
City of Gainesville	$ 136,500		$ 150,150	**$ 150,150**
Interest Income - EDC	$ 70		$ 100	**$ 120**
City of Oakwood	$ 20,000		$ 20,000	**$ 20,000**
City of Flowery Branch	$ 20,000		$ 20,000	**$ 20,000**
City of Lula	$ 2,500		$ 2,500	**$ 2,500**
Misc. Prog.Revenue	$ 38,657		$ 33,300	**$ 37,000**
Non Cash Donations	$ 1,410		$ -	**$ -**
Total Revenues	$ 492,136		$ 526,350	**$ 530,070**
	2016 - 2017		**2017 - 2018**	**Preliminary**
Operational Expenses	**Actual**		**Budget**	**2018- 2019 Budget**
Auto & Business Mileage	$ 8,534		$ 10,000	**$ 10,000**
Accounting & Prof Fees	$ 3,750		$ 4,000	**$ 4,250**
Depreciation	$ 422		$ -	**$ 1,000**
Affiliations	$ 5,221		$ 3,300	**$ 3,300**
Seminars/Prof. Development	$ 2,920		$ 1,800	**$ 1,800**
Office Supplies	$ 326		$ 1,000	**$ 1,000**
Postage	$ 3,437		$ 3,780	**$ 3,780**
Telephone	$ 1,690		$ 1,920	**$ 1,920**
Salaries	$ 272,670		$ 294,000	**$ 286,000**
Taxes	$ 21,132		$ 23,400	**$ 22,600**
Group Insurance	$ 32,462		$ 36,480	**$ 38,000**
Retirement Benefits	$ 9,745		$ 10,250	**$ 13,800**
Business Development	$ 14,361		$ 20,000	**$ 20,000**
Printed Materials	$ 1,264		$ 1,800	**$ 1,800**
Computer/Communications	$ 6,248		$ 4,800	**$ 7,500**
Administrative Allocation	$ 53,520		$ 53,520	**$ 53,520**
Utilities	$ 6,300		$ 6,300	**$ 6,300**
Miscellaneous Prog. Expense	$ 13,202		$ 12,000	**$ 14,400**
Marketing	$ 28,986		$ 34,000	**$ 34,000**
Technology	$ 4,870		$ 4,000	**$ 5,100**
Miscellaneous Expense	$ 48		$ -	**$ -**
Total Expenses	$ 491,109		$ 526,350	**$ 530,070**
Net Income (Loss)	$ 1,028		$ -	**$ -**

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

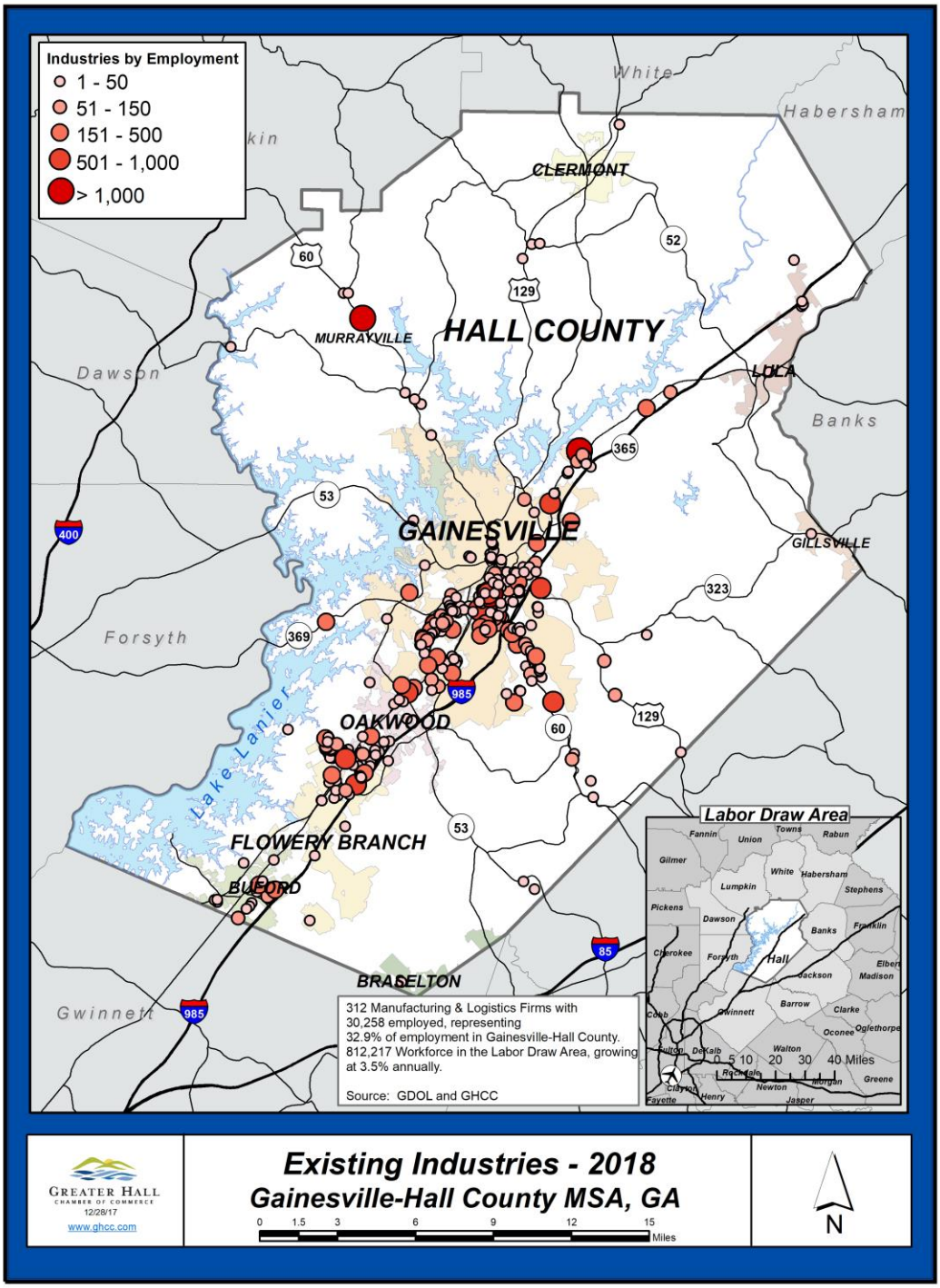


Exhibit "B": Hall County, International Business Locations:

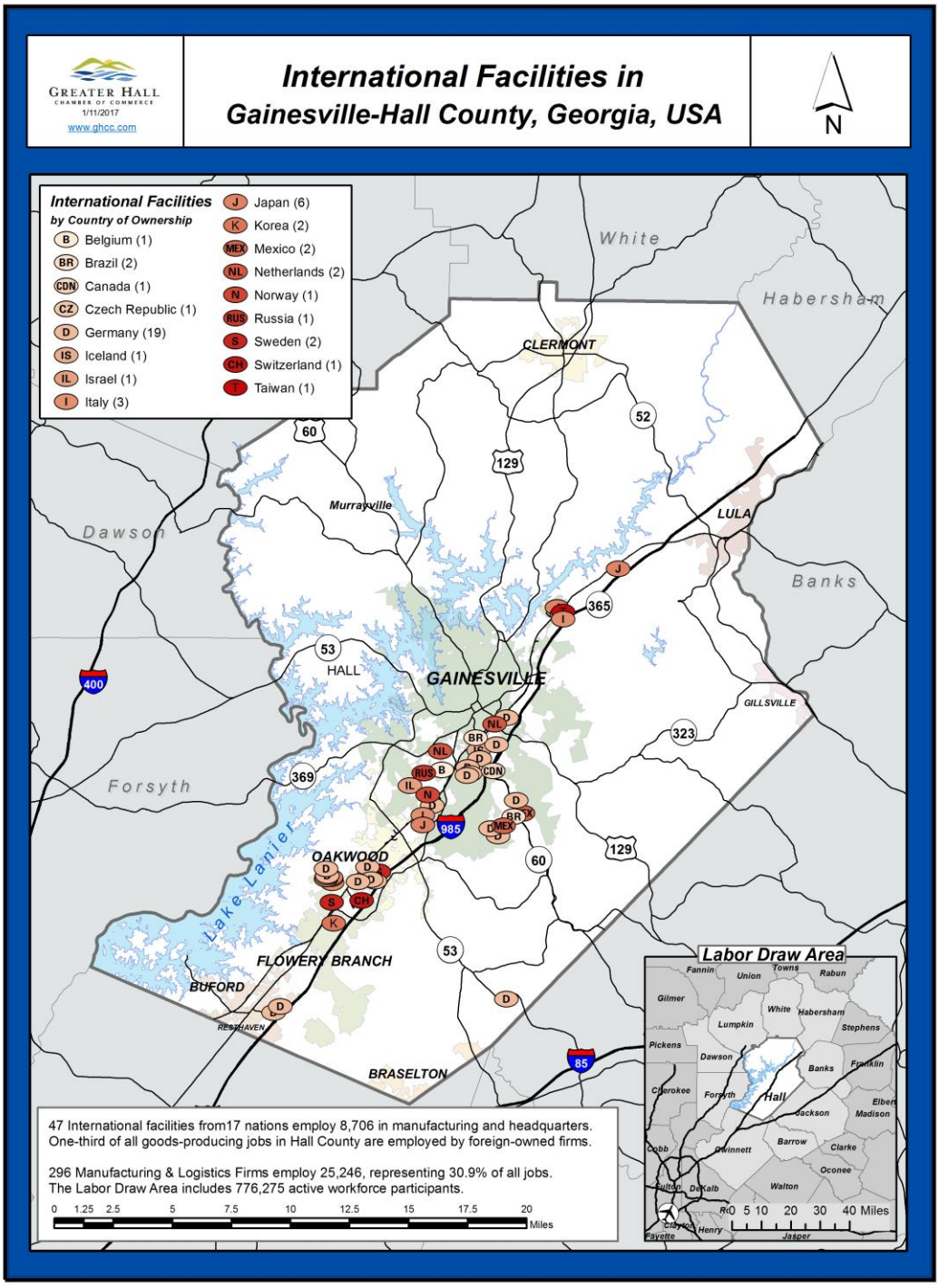


Exhibit "C": 2018 Less Developed Census Tracts for Gainesville-Hall County:

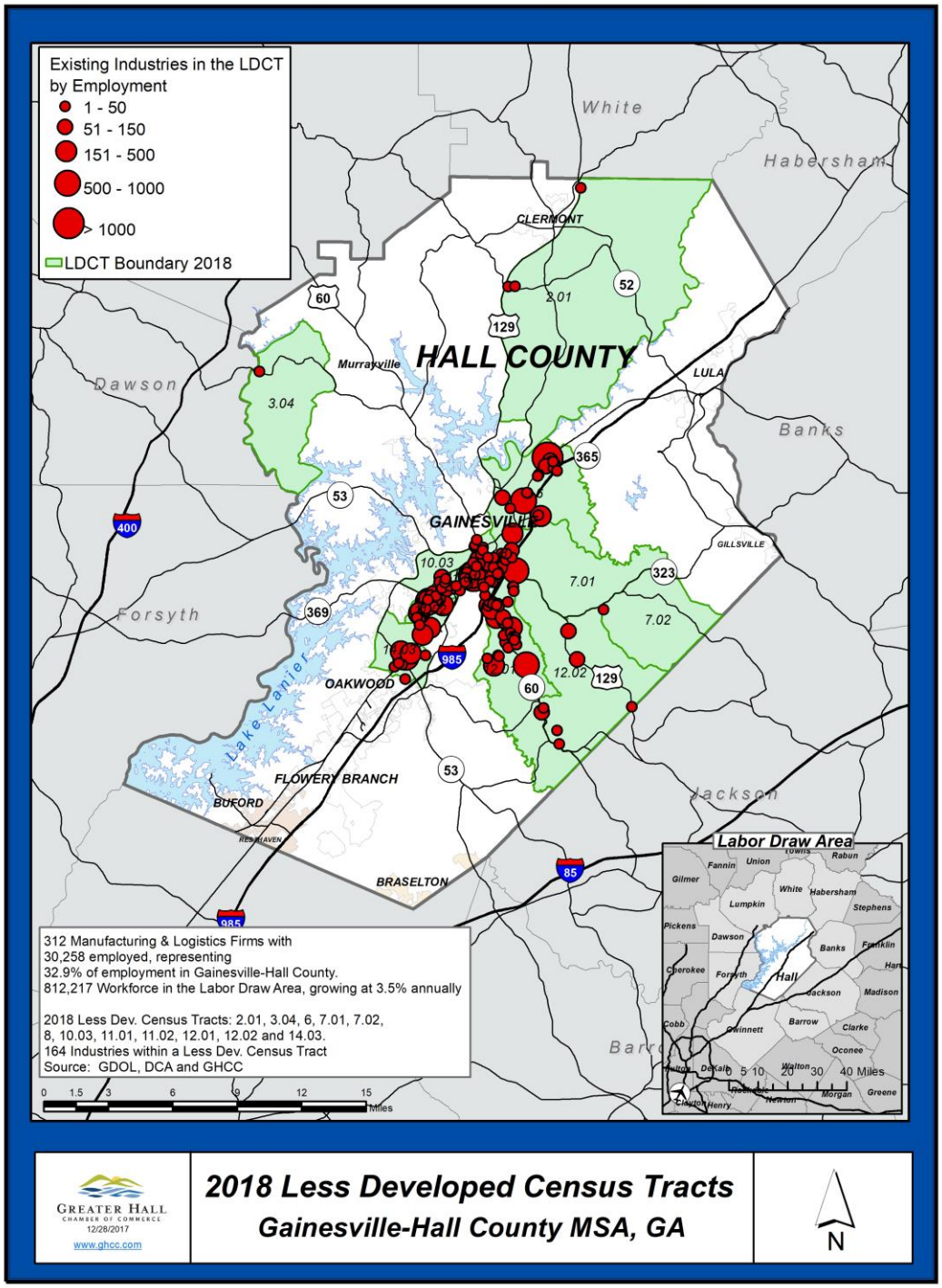


Exhibit "D": Primary Retail Trade Area for Gainesville-Hall County:

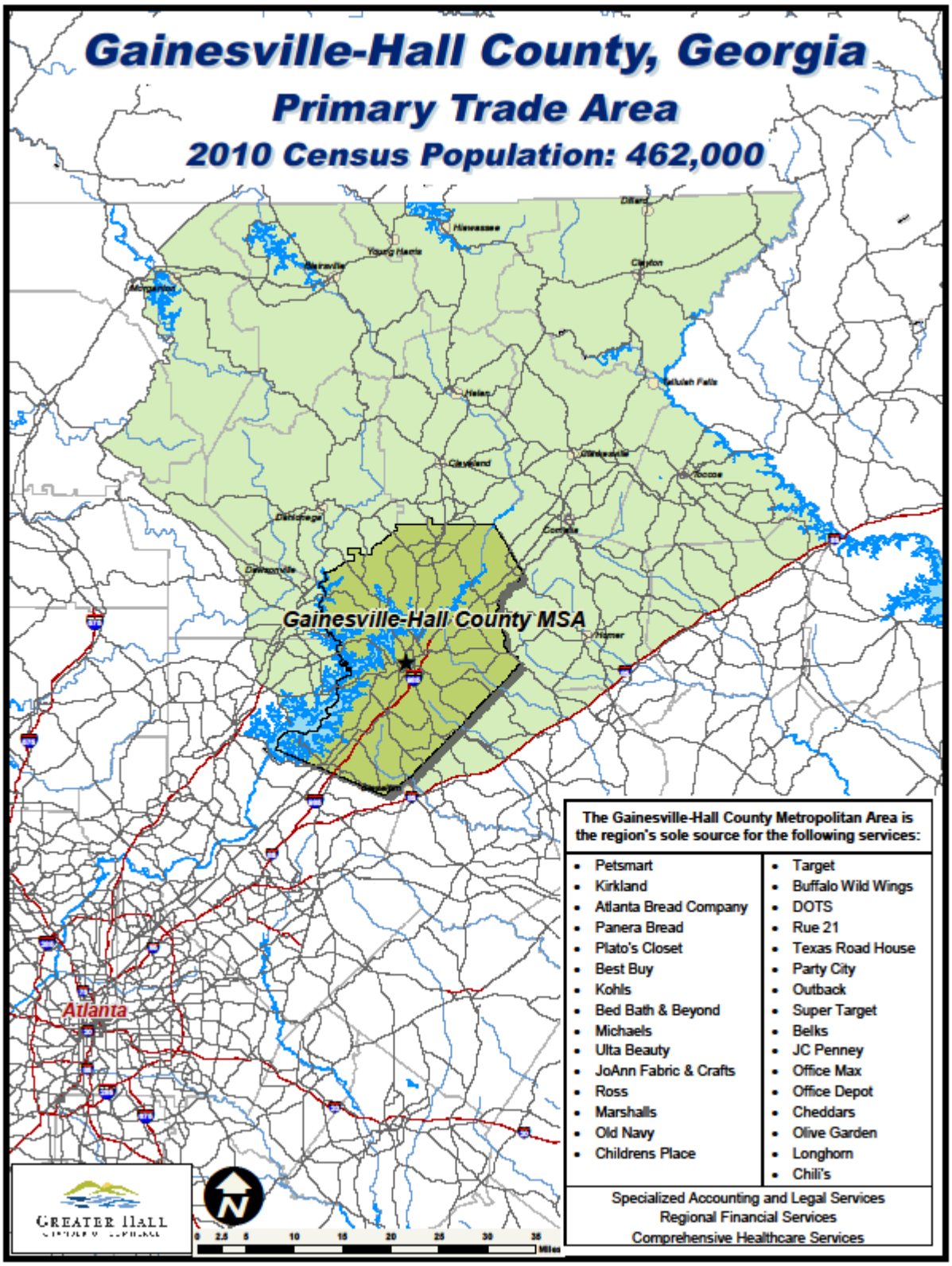
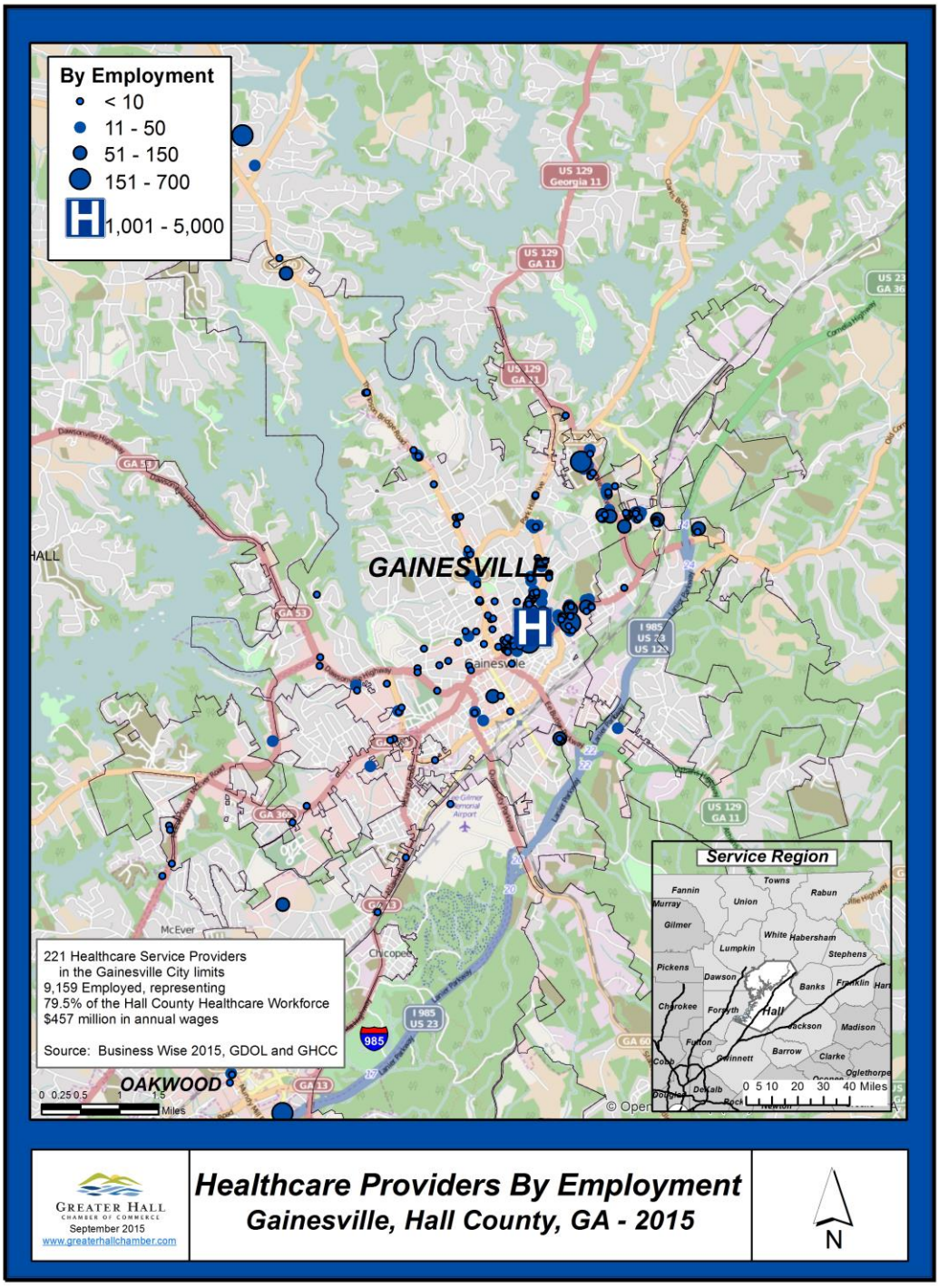


Exhibit "E": The Healthcare Service Providers by Employment in the City of Gainesville:



EDC Board Members FY 2018

Term Expiration	First	Last	Company
EDC Chair	David	Lee	Jackson EMC
EDC Vice Chair	Dr. Ray	Perren	Lanier Technical College
EDC Immediate Past Chair	Brian	Rochester	Rochester & Associates
Treasurer	Jimbo	Floyd	Turner, Wood & Smith
GHCC Chair	Perry	Barnett	Rushton
GHCC Chair-Elect	Carol	Burrell	NGHS

Term Expiration	First	Last	Company
Fixed	Bill	Andrew	City of Flowery Branch, City Manager
Fixed	Benny	Bagwell	Investment Assistance
Fixed	Glennis	Barnes	Georgia Power Company
Fixed	Dennis	Bergin	City of Lula, City Manager
Fixed	Stan	Brown	City of Oakwood, City Manager
Fixed	Paul	Chambers	AT&T
Fixed	Jock	Connell	Interim Hall County Administrator
Fixed	Danny	Dunagan	City of Gainesville, Mayor
Fixed	Kit	Dunlap	Greater Hall Chamber of Commerce
Fixed			
Fixed	Heather	Feldman	Georgia Mountains Regional Center
Fixed	Elizabeth	Higgins	Vision 2030
Fixed	Richard	Higgins	Hall County Comm., Chairman
Fixed	Bryan	Lackey	City of Gainesville, City Manager
Fixed	Tim	McDonald	Lanier Technical College, Eco Dev
Fixed	Mike	Miller	City of Flowery Branch, Mayor
Fixed	Pao	Sengkhammee	Oakwood Development Auth.
Fixed	Will	Schofield	Hall County Schools, Superintendent
Fixed	Jim	Grier	City of Lula, Mayor
Fixed	Tracy	Vardeman	NEGA Health System, Inc.
Fixed	Philip	Wilheit	GHCDA
Fixed	Dr.Jeremy	Williams	Gainesville City Schools, Superintendent
Fixed	Mark	Winters	Georgia Department of Labor

Term Expiration	First	Last	Company
6/30/2019	Jimmy	Adams	The Adams Companies
6/30/2019	Chris	Braswell	PB Property Management
6/30/2019	Doug	Carter	Don Carter Realty Company
6/30/2019	Will	Cobb	The Norton Agency
6/30/2019	Brian	Daniel	Carroll Daniel Construction Co.
6/30/2019	Tate	O'Rouke	Jackson EMC
6/30/2019	Dan	Raatjes	King's Hawaiian
6/30/2019	Greg	Vitek	IMS Gear
6/30/2019	Jim	Walters	Walters Property Management
6/30/2019	R.K.	Whitehead	Whitehead Die Casting
6/30/2019	John	Wright	Springer Mountain Farms
6/30/2018	William	Bagwell	Homestead Investments
6/30/2018	Dr. Suzanne	Erickson	Brenau Business School
6/30/2018	Bill	Hall	Murray Plastics
6/30/2018	Brent	Hoffman	Berkshire Hathaway
6/30/2018	Brandon	Loftus	ZF Industries, Inc.
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 2017-18
Synopsis
Perry Barnett – Chairman of the Board
Carol Burrell – Chair-Elect
Kit Dunlap – President & CEO
Effective July 1, 2017

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.
- A Chamber Policy Manual has been developed - 2017.
- *** Evaluate need for additional personnel (Marketing, Membership, Finance).**

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.
- *** Begin plans for future HALLmark – 2020. (Priority)**

2017-18 Business Plan

- Continue to develop and execute a Workforce Development Plan in partnership with business, 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.

2017- 18 Priority / New Initiatives

- **Continue to develop and execute Workforce Development Plans / 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).**
- **Plan for new HALLmark 2020.**
- **Continued communication with members, governments and community.**
- **Revise initiatives of VISION 2030.**
- **Update our membership database / Membee or change to new provider.**
- **Website redevelopment in July 2017.**
- **Evaluate a technology based initiative for Economic Development.**

Volunteer Leadership

Perry Barnett, Rushton
Chairman of the Board

Carol Burrell, Northeast Georgia Health System
Chair-Elect

Jimbo Floyd, Turner, Wood & Smith Insurance
Treasurer

Chamber Staff

Kit Dunlap
President & CEO

Chamber Divisions

Economic Development

- Continue the Workforce Development Initiative. (Develop a video and expand reach to Middle Schools).
- 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.
- Retain and facilitate the expansion of existing industries, retail development and downtown development.
- Actively solicit new business and industry to community.
- Continue monthly Industry Roundtable tours and discussions.
- Grow the Small Business Seminars and participation in certification.
- 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 meetings of HR Council monthly and Safety Council quarterly.
- 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.
- Publish Wage and Industry publications.
- 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.
- *** Evaluate a technology based initiative for 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 initiative.

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.
- *** New Initiative: Healthcare Awards Luncheon – 2018.**

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.
- *** Evaluate need for a TSPLOST (Transportation).**

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 (increase social media outreach).
- 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 membership dues and structure.**

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.
- *** Plan for a new HALLmark initiative for 2020.**

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.
- *** Evaluate need/plan for a technology/healthcare target industry (site, program).**

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.
- *** Evaluate the need for a new TSPLOST (Transportation).**

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 and increase use 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.
- *** New Healthcare Awards initiative.**

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.
- *** Develop a plan for a new HALLmark 2020.**

Volunteer Leadership

Paul Chambers, AT&T
Mimi Collins, The Longstreet Clinic
Randall Frost, Stewart, Melvin & Frost
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, location consultants, 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. Evaluate and develop a plan.
- 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.
- EHS (Environmental Health & Safety) Committee.
- Publish Wage & Industry publication.

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.
- 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 programing.
- 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 Annual Lunch
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
Business Expo
Job Fairs

On-Going Activities / Committees

Economic Development Council Board (monthly)
Small Business Program (monthly)
Human Resources Council (monthly)
Safety Council (quarterly)
Investment Assistance Committee
Commercial Real Estate Council (quarterly)
Gainesville / Hall County Development Authority
Gainesville Redevelopment Authority
Georgia Economic Developers Association (monthly)
Industry Roundtable (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

David Lee, Jackson EMC
Chair, Economic Development Council

Dr. Ray Perren, Lanier Technical College
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

Tony Paramore, Gainesville Paint & Design Center
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

Peyton Wilhoite
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 shadowing, mentoring programs) through the QUEST program in order to increase employability of Gainesville / Hall County students.
- Continue to support Lanier College & Career Academy…its facility and programs.
- 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 individuals and businesses in Chamber.
- Support The Wisdom Project, a senior leadership program of GHCC's VISION 2030 and Brenau BULLI program.
- Support Brenau's Medical Scholar's initiative.

Special Events
Leadership Hall County Events
Youth Leadership Hall County Events
Leadership Hall Alumni Event

Volunteer Leadership
Andi Farmer, Milton Martin Honda
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
Andi Harmon
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.
- *** A new Healthcare Awards event in 2018.**

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.

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 2017)
Arbor Day Celebration (February 2018)
Healthcare Reform Seminar (August 2017)
HealthSmart Expo (October 2017)
5K Chamber Chase (March 2018)
New: Healthcare Awards Luncheon (June 2018)

Volunteer Leadership

Caroline Lewallen, Jaemor Farms
Vice Chair, Community Development

Dr. David Miller, Brenau University
Chair, Healthcare Committee

Dr. David Westfall, Emory's Rollins School of Public Health
Vice 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.
- *** Evaluate the need/plan for a new TSPLOST (Transportation).**

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.
- **Evaluate need for a TSPLOST (Transportation).**

Special Events
Annual Eggs & Issues Legislative Breakfast (December 2017)
Annual State Legislative Event / Chicken Boxes (February 2018)
Annual Transportation Forum (March 2018)
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
Philip Wilheit, Jr., Wilheit Packaging
Vice Chair, Government Affairs

Mike Giles, Georgia Poultry Foundation
Chair, VISION 2030 Transportation

Chamber Staff
Kit Dunlap
President & CEO

Peyton Wilhoite
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 2018)
Special Programs in South Hall
(Economic Development, Seminars, Annual Meeting)
Hackers Holiday Annual Golf Tournament (April 2018)

Volunteer Leadership

Geoff Lee, Road Atlanta
Vice Chair, South Hall Council

Chamber Staff

Mandy Lathem
Vice President, Membership / Events

Christen Wilbanks
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, Twitter, Instagram, etc.) for communicating with Chamber members and community.
- 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,* email newsletter for general membership (eBiz), direct mailings & website. 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 Membee database 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, other types of social media, webinars, “Text by Choice”.

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’Rouke, Jackson EMC
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

- 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.
- *** Evaluate dues structure and fees and make recommendation to GHCC Executive Committee.**
- *** Evaluate membership software (and use on website with ability to pay online). (Priority)**

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 2018)
New Member Breakfasts (bi-annually)
Membership Sales Drive (January / February 2018)
Annual Meeting & Gala (May 2018)
Annual Chamber & Community Awards (May 2018)
Annual 5K Chamber Chase (March 2018)
Annual HealthSmart Expo (October 2017)
Annual Business Expo (February 2018)

Volunteer Leadership

Katie Dubnik, Forum Communications
Vice Chair

Chamber Staff

Christen Wilbanks, 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, newsletter, social media 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 and new website. (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 centers", 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.
- Upgrade skills by attending seminar on financial management.
- Oversee the Chambers' 501-C3 Foundation.
- *** Continuous database update / Evaluate Membee for online payments. (Priority)**

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 Visitor's Center on a day-to-day basis for effective operation.
- Evaluate and update sales materials in Chamber Visitor's 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.
- Continuously update Personnel Manual and Finance Policies.

Special Projects

- *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, Visitor's Center
Vice President, Community Development

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

Financial Report
For the Years Ended
June 30, 2017 and 2016

GREATER HALL CHAMBER OF COMMERCE, INC.
Financial Report
For the Years Ended June 30, 2017 and 2016

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BLAIR C. DIAZ, CPA, PC
CERTIFIED PUBLIC ACCOUNTANT

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P.O. Box 656
Gainesville, GA 30503

Independent Auditor's Report

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

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, 2017 and 2016, 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, 2017 and 2016, 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 13, 2017

GREATER HALL CHAMBER OF COMMERCE, INC.
Consolidated Statements of Financial Position
June 30, 2017 and 2016

	2017	2016
ASSETS		
Cash and cash equivalents	$ 2,555,099	$ 2,472,504
Pledges receivable, net	1,023,747	1,240,418
Other receivables	5,951	70,905
Prepaid expenses	19,942	21,717
Property and equipment, net	1,795,183	1,811,721
TOTAL ASSETS	$ 5,399,922	$ 5,617,265
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts payable	$ 4,191	$ 11,371
Capital lease payable	5,335	8,180
Security deposit held	2,200	1,500
Accrued expenses	141,640	136,469
Deferred revenue	257,332	247,963
Total Liabilities	410,698	405,483
Net Assets		
Unrestricted		
Undesignated	3,545,391	3,551,278
Board designated	420,086	420,086
Total Unrestricted	3,965,477	3,971,364
Temporarily Restricted	1,023,747	1,240,418
Permanently Restricted	-	-
Total Net Assets	4,989,224	5,211,782
TOTAL LIABILITIES & NET ASSETS	$ 5,399,922	$ 5,617,265

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, 2017
(With Comparative Totals For the Year Ended June 30, 2016)

	Unrestricted	Temporarily Restricted	Total	2016
Revenues, Gains & Support:				
Contributions	$ -	$ 68,230	$ 68,230	$ 260,728
Contributions - in-kind	105,207	-	105,207	102,103
Membership dues	465,286	-	465,286	440,319
Government contracts	315,500	-	315,500	312,000
Program revenue	187,801	-	187,801	169,936
Rental income	15,000	-	15,000	24,400
Special events	179,660	-	179,660	182,733
Mngmt/Accounting services revenue	9,000	-	9,000	9,000
Sales and commissions	29,484	-	29,484	24,077
Miscellaneous income	4,328	-	4,328	9,590
Interest income	2,337	-	2,337	2,303
Net assets released from restrictions:				
HALLmark Initiative	284,901	(284,901)	-	-
Total Revenue, Gains & Support	1,598,504	(216,671)	1,381,833	1,537,189
Expenses:				
Cost of direct benefit to donors	52,927	-	52,927	56,777
Program Services				
General Chamber Activities	664,281	-	664,281	717,426
Economic Development	610,816	-	610,816	616,711
Total Program Services	1,275,097	-	1,275,097	1,334,137
Supporting Services				
Management and general	177,378	-	177,378	168,893
Membership development	50,893	-	50,893	51,353
Fundraising	48,096	-	48,096	47,673
Total Supporting Services	276,367	-	276,367	267,919
Total Expenses	1,604,391	-	1,604,391	1,658,833
Increase(Decrease) in Net Assets	(5,887)	(216,671)	(222,558)	(121,644)
Net Assets, Beginning of Year	3,971,364	1,240,418	5,211,782	5,333,426
Net Assets, End of Year	$ 3,965,477	$ 1,023,747	$ 4,989,224	$ 5,211,782

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

	Unrestricted	Temporarily Restricted	Total
Revenues, Gains & Support:			
Contributions	$ -	$ 260,728	$ 260,728
Contributions - in-kind	102,103	-	102,103
Membership dues	440,319	-	440,319
Government contracts	312,000	-	312,000
Grants	-	-	-
Program revenue	169,936	-	169,936
Rental income	24,400	-	24,400
Special events	182,733	-	182,733
Mngmt/Accounting services revenue	9,000	-	9,000
Sales and commissions	24,077	-	24,077
Miscellaneous income	9,590	-	9,590
Interest income	2,303	-	2,303
Net assets released from restrictions:			
HALLmark Initiative	465,396	(465,396)	-
Total Revenue, Gains & Support	1,741,857	(204,668)	1,537,189
Expenses:			
Cost of direct benefit to donors	56,777	-	56,777
Program Services			
General Chamber Activities	717,426	-	717,426
Economic Development	616,711	-	616,711
Total Program Services	1,334,137	-	1,334,137
Supporting Services			
Management and general	168,893	-	168,893
Membership development	51,353	-	51,353
Fundraising	47,673	-	47,673
Total Supporting Services	267,919	-	267,919
Total Expenses	1,658,833	-	1,658,833
Increase(Decrease) in Net Assets	83,024	(204,668)	(121,644)
Net Assets, Beginning of Year	3,888,340	1,445,086	5,333,426
Net Assets, End of Year	$ 3,971,364	$ 1,240,418	$ 5,211,782

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, 2017 (with Comparative Totals for 2016)

	Program Services			Supporting Services					
	General Chamber	Economic Development	Total Programs	Management and General	Membership Development	Fundraising	Total Supporting	Grand Totals	2016 Grand Totals
Compensation and related expenses:									
Salaries and wages	$ 302,790	$ 372,194	$ 674,984	$ 64,146	$ 26,421	$ 7,995	$ 98,562	$ 773,546	$ 752,453
Group insurance	21,402	26,308	47,710	4,534	1,868	565	6,967	54,677	62,316
Payroll taxes	21,898	26,917	48,815	4,639	1,911	578	7,128	55,943	54,131
Pension plan	9,364	11,510	20,874	1,984	817	247	3,048	23,922	24,830
Total compensation and related expenses	355,454	436,929	792,383	75,303	31,017	9,385	115,705	908,088	893,730
Member programs:									
Leadership Hall	25,196	-	25,196	-	-	-	-	25,196	25,875
Job Fair	6,489	-	6,489	-	-	-	-	6,489	7,266
Ambassadors	1,901	-	1,901	-	-	-	-	1,901	2,955
Drugs Don't Work	1,009	-	1,009	-	-	-	-	1,009	1,009
Business After Hours	2,800	-	2,800	-	-	-	-	2,800	2,647
South Hall Business Coalition	1,482	-	1,482	-	-	-	-	1,482	3,200
Business Trade Shows	9,521	-	9,521	-	-	-	-	9,521	7,266
Human Resource Council	6,587	-	6,587	-	-	-	-	6,587	6,676
Vision 2030	6,455	-	6,455	-	-	-	-	6,455	8,030
Other	20,018	13,202	33,220	-	-	-	-	33,220	99,497
Total member programs	81,458	13,202	94,660	-	-	-	-	94,660	164,421
Operating expenses:									
Accounting and professional fees	-	-	-	18,285	-	-	18,285	18,285	11,923
Advertising, marketing and promotion	10,779	28,986	39,765	-	-	-	-	39,765	46,429
Bank charges	-	-	-	7,799	-	-	7,799	7,799	8,206
Board of directors expenses	-	-	-	15,873	-	-	15,873	15,873	12,939
Business development	1,271	14,361	15,632	-	-	-	-	15,632	22,286
Contract services	48,125	-	48,125	-	9,015	-	9,015	57,140	56,030
Depreciation	23,308	28,650	51,958	4,938	2,034	615	7,587	59,545	58,430
Dues, subscriptions, and affiliations	6,363	5,221	11,584	-	-	-	-	11,584	13,948
Insurance	-	-	-	13,001	-	-	13,001	13,001	12,268
Interest expense	344	-	344	-	-	-	-	344	483
Miscellaneous	-	-	-	4,773	3,805	-	8,578	8,578	10,726
Office expenses	4,707	5,785	10,492	997	411	124	1,532	12,024	11,939
Postage	6,171	7,585	13,756	1,307	538	163	2,008	15,764	15,616
Printing	79,622	1,264	80,886	-	-	-	-	80,886	66,996
Professional development	-	2,920	2,920	-	-	-	-	2,920	6,765

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, 2017 (with Comparative Totals for 2016)

	Program Services			Supporting Services					
	General Chamber	Economic Development	Total Programs	Management and General	Membership Development	Fundraising	Total Supporting	Grand Totals	2016 Grand Totals
Rental and storage	-	-	-	1,500	-	-	1,500	1,500	1,375
Repairs and maintenance	20,112	24,723	44,835	4,261	1,755	531	6,547	51,382	48,603
Special events	-	-	-	-	-	36,576	36,576	36,576	36,235
Taxes and licenses	-	-	-	23,713	-	-	23,713	23,713	22,821
Telephone	3,722	4,575	8,297	788	325	98	1,211	9,508	8,744
Travel	4,280	13,795	18,075	907	373	113	1,393	19,468	23,254
Utilities	7,639	9,390	17,029	1,618	667	202	2,487	19,516	21,592
Website and internet	10,926	13,430	24,356	2,315	953	289	3,557	27,913	26,297
Total operating expenses	227,369	160,685	388,054	102,075	19,876	38,711	160,662	548,716	543,905
Total expenses	$ 664,281	$ 610,816	$ 1,275,097	$ 177,378	$ 50,893	$ 48,096	$ 276,367	$ 1,551,464	$ 1,602,056

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

	Program Services			Supporting Services				
	General Chamber	Economic Development	Total Programs	Management and General	Membership Development	Fundraising	Total Supporting	Grand Totals
Compensation and related expenses:								
Salaries and wages	$ 290,991	$ 363,486	$ 654,477	$ 64,855	$ 25,163	$ 7,958	$ 97,976	$ 752,453
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	893,730
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	11,923
Advertising, marketing and promotion	7,049	37,806	44,855	-	1,574	-	1,574	46,429
Bank charges	-	-	-	8,206	-	-	8,206	8,206
Board of directors expenses	-	-	-	12,939	-	-	12,939	12,939
Business development	2,196	20,090	22,286	-	-	-	-	22,286
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	12,268
Interest expense	483	-	483	-	-	-	-	483
Miscellaneous	-	-	-	6,132	4,594	-	10,726	10,726

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

	Program Services			Supporting Services				
	General Chamber	Economic Development	Total Programs	Management and General	Membership Development	Fundraising	Total Supporting	Grand Totals
Office expenses	4,969	5,490	10,459	980	380	120	1,480	11,939
Postage	6,500	7,181	13,681	1,281	497	157	1,935	15,616
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	1,375
Repairs and maintenance	20,229	22,350	42,579	3,988	1,547	489	6,024	48,603
Special events	-	-	-	-	-	36,235	36,235	36,235
Taxes and licenses	-	-	-	22,821	-	-	22,821	22,821
Telephone	3,640	4,021	7,661	717	278	88	1,083	8,744
Travel	5,546	16,057	21,603	1,093	424	134	1,651	23,254
Utilities	8,987	9,929	18,916	1,772	687	217	2,676	21,592
Website and internet	10,945	12,092	23,037	2,158	837	265	3,260	26,297
Total operating expenses	214,967	176,505	391,472	92,447	21,693	38,293	152,433	543,905
Total expenses	$ 717,426	$ 616,711	$ 1,334,137	$ 168,893	$ 51,353	$ 47,673	$ 267,919	$ 1,602,056

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

GREATER HALL CHAMBER OF COMMERCE, INC.
Consolidated Statements of Cash Flows
For the Years Ended June 30, 2017 and 2016

	2017	2016
CASH FLOWS FROM OPERATING ACTIVITIES		
Increase (decrease) in net assets	$ (222,558)	$ (121,644)
Adjustments to reconcile increase in net assets to net cash provided by operating activities		
Depreciation	59,545	58,430
(Increase) decrease in operating assets		
Pledges receivable	216,671	189,668
Other receivables	64,954	(63,587)
Prepaid expenses	1,775	(2,155)
Increase (decrease) in operating liabilities		
Accounts payable	(7,180)	(5,957)
Accrued expenses	5,171	17,567
Deferred revenue	9,369	20,118
Security deposits	700	-
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES	128,447	92,440
CASH FLOWS FROM INVESTING ACTIVITIES		
Parking lot expansion project	-	(4,183)
Repairs/landscaping for drainage work	(2,180)	-
Purchase of furniture and equipment	(17,127)	-
Installation of website	(23,700)	-
NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES	(43,007)	(4,183)
CASH FLOWS FROM FINANCING ACTIVITIES		
Principal payments towards capital lease	(2,845)	(2,706)
NET CASH PROVIDED (USED) BY FINANCING ACTIVITIES	(2,845)	(2,706)
Increase (decrease) in cash and cash equivalents	82,595	85,551
CASH & CASH EQUIVALENTS, BEGINNING OF YEAR	2,472,504	2,386,953
CASH & CASH EQUIVALENTS, END OF YEAR	$ 2,555,099	$ 2,472,504
Supplemental Information:		
Cash paid for:		
Interest	$ 344	$ 483
Income taxes	$ 4,684	$ 4,396

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

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 contracts for service, 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 (long-term community initiatives), 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 infrastructure 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
- Leadership Hall / Youth Leadership/Senior Leadership (The Wisdom Project)
- Business After Hours/Business Before Hours
- South Hall Business Coalition
- Job Fairs
- Workshops, Trade Shows
- Leads Group Meetings
- Visitors Center
- Agribusiness Committee
- Quest Council (Quality Education Strategy Team)
- Healthcare Committee
- Ambassador Council
- Small Business Seminars
- HallMark 2015-2020
- Beautification Committee
- Issues Committee
- Annual Eggs & Issues Legislative Breakfast
- Annual State Legislative Event
- Washington D.C. Fly-in
- Political Forums
- Healthcare Forums/Events
- Local Government monitoring
- Monitor water / wastewater issues
- Monitor transportation issues
- Monitor local, state, and federal legislation
- Special Community Issues (SPLOST, TADS, Impact fees, etc.)
- Special Real Estate Meetings
- Marketing Seminar

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

Economic Development

The Economic Development Council's mission is to bring new business to Gainesville/Hall County, to work with government partners and existing industry to grow their businesses, and to provide services to small businesses. Through contractual agreements with government and business partners, 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 & Resources
- Small Business Council
- Regular Meeting of the Economic Development Council
- Workforce Development Initiatives
- Annual Transportation Forum
- Manufacturing Appreciation Week
- Commercial Real Estate Quarterly Meeting
- Government Relations
- Small Business Expo (Annually)
- Industry Roundtable
- Safety Council
- Drugs Don't Work Program
- Industry Appreciation Annual 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.

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

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.

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, 2017 and 2016:

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

Donated Goods and Services (Continued)

	2017	2016
Advertising, Marketing & Promotional	$ 8,272	$ 11,450
Cleaning/Lawn Care	5,774	5,774
Event Expenses	13,615	22,431
Printing & Publications	77,546	62,448
Total Noncash Donation Revenue	$ 105,207	$ 102,103

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 13, 2017, 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%).

NOTE 2 – PLEDGES RECEIVABLE (Continued)

Unconditional promises to give (HALLmark investments) at June 30, 2017 and 2016 consisted of the following:

	2017	2016
Gross outstanding promises to give	$ 1,138,531	$ 1,366,231
Less allowance for estimated uncollectible promises	(102,353)	(102,353)
Total unconditional promises to give, less allowance	1,036,178	1,263,878
Less unamortized discount on unconditional promises to give due in more than one year	(12,431)	(23,460)
Net unconditional promises to give	$ 1,023,747	$ 1,240,418
Amounts due in:		
Less than one year	$ 492,216	$ 424,166
One to five years	646,315	942,065
	$ 1,138,531	$ 1,366,231

NOTE 3 – PREPAID EXPENSES

Prepaid expenses consist of the following at June 30, 2017 and 2016:

	2017	2016
Prepaid insurance	$ 15,214	$ 16,924
Other prepaid expenses	4,728	4,793
	$ 19,942	$ 21,717

NOTE 4 – PROPERTY AND EQUIPMENT

	Balance 6/30/16	Acquisitions	Disposals	Balance 6/30/17
Land & improvements	$ 445,978	$ 2,180	$ --	$ 448,158
Buildings & improvements	1,694,692	3,600	--	1,698,292
Real estate held for lease	215,700	--	--	215,700
Phone system under capital lease	11,494	--	--	11,494
Furniture & equipment	221,817	13,527	(20,620)	214,724
Website	--	23,700	--	23,700
Total Property & Equipment at Cost	2,589,681	43,007	(20,620)	2,612,068
Accumulated Depreciation	(777,960)	(59,545)	20,620	(816,885)
Net Property and Equipment	$ 1,811,721	$ (16,538)	$ --	$ 1,795,183

NOTE 4 – PROPERTY AND EQUIPMENT (Continued)

	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	221,817	--	--	221,817
Total Property & Equipment at Cost	2,585,498	4,183	--	2,589,681
Accumulated Depreciation	(719,530)	(58,430)	--	(777,960)
Net Property and Equipment	$ 1,865,968	$ (54,247)	$ --	$1,811,721

For the years ended June 30, 2017 and 2016, depreciation expense was $59,545 and $58,430, respectively.

NOTE 5 – ACCRUED EXPENSES

Accrued expenses consist of the following at June 30, 2017 and 2016:

	2017	2016
Accrued salaries & employee incentives	$ 36,250	$ 35,812
Accrued vacation	95,951	91,116
Accrued real estate taxes	9,439	9,541
	$ 141,640	$ 136,469

NOTE 6 – DEFERRED REVENUE

Deferred revenue consists of the following items at June 30, 2017 and 2016.

	2017	2016
Membership benefits extended beyond year-end	$ 217,957	$ 216,243
Leadership Hall County	28,800	27,900
Youth Leadership Hall County	5,325	1,820
Other	5,250	2,000
Total	$ 257,332	$ 247,963

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.

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, 2017 and 2016. Employer contributions for the years ended June 30, 2017 and 2016 were $23,922 and $24,830, 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, 2017 and 2016 was $2,555,099 and $2,472,504, respectively, and the bank and brokerage balances were $2,579,815 and $2,510,477 respectively. Of the bank balances at June 30, 2017 and 2016, $1,867,477 and $1,865,473, respectively, was covered by federal depository insurance leaving $712,338 and $645,004, 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 $315,500 during the year ended June 30, 2017 (from four different government agencies) and $312,000 during the year ended June 30, 2016. This equates to over 23% of total support and revenue for the year ended June 30, 2017, and 20% for the year ended June 30, 2016. 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. At June 30, 2017 and 2016, temporarily restricted net assets represent promises to give from the HALLmark campaigns that have not been collected (timing restrictions).

NOTE 12 – BOARD DESIGNATED NET ASSETS

Unrestricted net assets may be designated by the Board of Directors for specific purposes. At June 30, 2017 and 2016, board designated net assets consisted of the following:

Operating reserve - General Fund	$	250,586
Operating reserve – EDC		169,500
Total	$	420,086

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, 2017, 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, 2017 and 2016:

		2017		2016
Cash and cash equivalents	$	457,206	$	424,616
Land		140,000		140,000
Total Assets		597,206		564,616
Due to the Chamber		383,159		350,159
Total Liabilities		383,159		350,159
Net Assets	$	214,047	$	214,457
Donations/Grants	$	33,000	$	5,000
Interest Income		215		205
Donations/Grants to Chamber		(33,000)		(5,000)
Expenses		(625)		(15,425)
Total Change in Net Assets	$	(410)	$	(15,220)

NOTE 15 - LEASING ACTIVITIES

The Chamber owns a commercial office building adjacent to the Chamber's operations facility. The commercial office building is leased to a local business. The lease calls for monthly payments of rent in the amount of $2,200 and expires on February 28, 2019.

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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, 2017 and 2016 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 13, 2017

GREATER HALL CHAMBER OF COMMERCE
Additional Information: Departmental Statement of Assets, Liabilities & Net Assets
As of June 30, 2017

	General	EDC	HMI	Foundation	Total
ASSETS					
Current Assets					
Cash and cash equivalents	$ 935,991	$ 211,896	$ 950,007	$ 457,206	$ 2,555,100
Due from other funds	67,965	(43,679)	358,873	(383,159)	-
Pledges receivable, net	-	-	1,023,747	-	1,023,747
Other receivables	5,951	-	-	-	5,951
Prepaid expenses	15,744	3,822	375	-	19,941
Property and equipment, net	41,492	578	1,613,113	140,000	1,795,183
TOTAL ASSETS	$ 1,067,143	$ 172,617	$ 3,946,115	$ 214,047	$ 5,399,922
LIABILITIES AND NET ASSETS					
Current Liabilities					
Accounts payable	$ 2,897	$ 734	$ 561	$ -	$ 4,192
Capital lease payable	5,335	-	-	-	5,335
Security deposit held	-	-	2,200	-	2,200
Accrued expenses	91,199	39,232	11,208	-	141,639
Deferred revenue	251,007	1,000	5,325	-	257,332
Total Liabilities	350,438	40,966	19,294	-	410,698
Net Assets					
Unrestricted					
Undesignated	466,119	(37,849)	2,903,074	214,047	3,545,391
Board designated	250,586	169,500			420,086
Total Unrestricted	716,705	131,651	2,903,074	214,047	3,965,477
Temporarily Restricted	-	-	1,023,747	-	1,023,747
Permanently Restricted	-	-	-	-	-
Total Net Assets	716,705	131,651	3,926,821	214,047	4,989,224
TOTAL LIABILITIES AND NET ASSETS	$ 1,067,143	$ 172,617	$ 3,946,115	$ 214,047	$ 5,399,922

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

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

	General	EDC	HMI	Foundation	Total
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	$ 1,025,739	$ 176,043	$ 4,201,027	$ 214,456	$ 5,617,265
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	339,916	45,420	20,147	-	405,483
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	685,823	130,623	2,940,462	214,456	3,971,364
Temporarily Restricted	-	-	1,240,418	-	1,240,418
Permanently Restricted	-	-	-	-	-
Total Net Assets	685,823	130,623	4,180,880	214,456	5,211,782
TOTAL LIABILITIES AND NET ASSETS	$ 1,025,739	$ 176,043	$ 4,201,027	$ 214,456	$ 5,617,265

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

GREATER HALL CHAMBER OF COMMERCE
Additional Information: Departmental Statement of Revenues and Expenses
For the Year Ended June 30, 2017

	General Chamber	Economic Development Council	HALLmark Initiative & Foundation	Education/ Community Development	Government Affairs	Total
Revenues, Gains & Support:						
Contributions	$ 9,701	$ -	$ 58,529	$ -	$ -	$ 68,230
Contributions - inkind	96,731	1,410	7,066	-	-	105,207
Membership Dues	468,190	-	-	-	-	468,190
Program revenue	125,199	38,657	-	8,730	15,215	187,801
Hall County contract	-	136,500	-	-	-	136,500
City of Gainesville contract	-	136,500	-	-	-	136,500
Other Government contracts	-	42,500	-	-	-	42,500
Special events	179,660	-	-	-	-	179,660
Interest income	366	70	1,901	-	-	2,337
Sales and commissions	29,121	-	-	-	-	29,121
Rental Income	-	-	15,000	-	-	15,000
Mngmt/Accounting services revenue	9,000	-	-	-	-	9,000
Miscellaneous	-	-	1,788	-	-	1,788
Total Revenue, Gains and Support	917,968	355,637	84,284	8,730	15,215	1,381,834
Expenses:						
Compensation and benefits						
Salaries	457,810	272,670	-	43,066	-	773,546
Group insurance	20,614	32,462	-	1,602	-	54,678
Payroll taxes	31,059	21,132	-	3,750	-	55,941
Pension plan	13,797	9,745	-	380	-	23,922
Total compensation and benefits	523,280	336,009	-	48,798	-	908,087
Affiliations	4,863	5,221	-	-	1,500	11,584
Accounting and professional fees	10,535	3,750	4,000	-	-	18,285
Advertising	10,189	28,986	4,053	-	-	43,228
Bank charges	6,982	48	769	-	-	7,799
Board expenses	15,873	-	-	-	-	15,873
Business Development	5,453	22,895	-	-	-	28,348
Contract services	18,621	-	39,110	-	-	57,731
Depreciation	7,787	422	51,336	-	-	59,545
Insurance	13,001	-	-	-	-	13,001
Interest	344	-	-	-	-	344
Miscellaneous	3,863	-	3,510	181	-	7,554
Office expenses	28,304	11,444	189	-	-	39,937
Postage	12,327	3,437	-	-	-	15,764
Printing	79,622	1,264	-	-	-	80,886
Professional development	-	2,920	-	-	-	2,920
Program expenses	69,268	13,202	8,143	4,987	7,930	103,530
Rent - equipment & storage	1,500	-	-	-	-	1,500
Repairs and maintenance	22,400	-	28,982	-	-	51,382
Special events expenses	74,761	-	-	-	-	74,761
Taxes and licenses	6,373	-	17,340	-	-	23,713
Telephone	6,480	1,690	-	-	-	8,170
Travel	10,566	-	-	368	-	10,934
Utilities	19,516	-	-	-	-	19,516
Total expenses	951,908	431,288	157,432	54,334	9,430	1,604,392
Excess revenues over (under) expenses	(33,940)	(75,651)	(73,148)	(45,604)	5,785	(222,558)
Allocation to other programs	59,820	(59,820)	-	-	-	-
Transfer in from other programs	5,000	136,500	55,733	44,604	-	241,837
Transfer out to other programs	-	-	(236,052)	-	(5,785)	(241,837)
Total increase (decrease) in net assets	$ 30,880	$ 1,029	$ (253,467)	$ (1,000)	$ -	$ (222,558)

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

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 contract	-	136,500	-	-	-	136,500
City of Gainesville contract	-	136,500	-	-	-	136,500
Other Government contracts	-	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)

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

CITY OF GAINESVILLE

WORKSESSIONREQUEST

Date Submitted: 2/23/2018

Presenter: Rhonda Brady

Item of Business: Resolution: Authorization to Apply for Georgia Transportation Infrastructure Bank Grant Funds

Meeting Date: 3/1/2018

Purpose of Request:
Request authorization to apply for Georgia Transportation Infrastructure Bank Grant (GTIB) funds to be used towards improvements at the intersection of SR 369 Jesse Jewell Parkway and Prior Street.

History/Background:
The project is included in the City's Transportation Master Plan as well as the Gainesville-Hall Metropolitan Planning Organization's Regional Transportation Plan.

Facts & Issues for Consideration:
The State Road and Tollway Authority administers the GTIB which is a revolving infrastructure investment fund for the purpose of funding transportation infrastructure improvements.

Department Recommendation:
Authorize staff to apply for the GTIB funds.

Department Director:
Chris Rotalsky

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

Amount Requested:
N/A

Source of Funds:
N/A

Finance Comments:

Administrative Comments:

ATTACHMENTS:

Description	Type
Authorization to Apply for Georgia Transportation Infrastructure Bank Grant Funds	Resolution

RESOLUTION PR-2018 - ___

AUTHORIZATION TO APPLY FOR GEORGIA TRANSPORTATION INFRASTRUCTURE BANK GRANT FUNDS

WHEREAS, the City of Gainesville desires to improve interconnectivity within the State Route system, specifically the intersection of SR 369 Jesse Jewell Parkway and Prior Street; and

WHEREAS, through the City's Transportation Master Plan and the Gainesville-Hall Metropolitan Planning Organization's (GHMPO) Regional Transportation Plan, it was determined that the addition of dedicated northbound and southbound left hand turn lanes on Prior Street turning onto SR 369 Jesse Jewell Parkway would improve the operation of that intersection; and

WHEREAS, the project is identified as Project #16 in the City of Gainesville's Transportation Master Plan; and

WHEREAS, the City has created the Prior Street Turn Lane Improvements project and is funding the design; and

WHEREAS, the State Road & Tollway Authority administers the Georgia Transportation Infrastructure Bank (GTIB) which is a revolving infrastructure investment fund established in 2008 by the Georgia General Assembly for the purpose of funding transportation infrastructure improvements, for which this project would qualify; and

WHEREAS, the City of Gainesville wishes to apply for GTIB grant funds in the amount of $375,000 for expenses associated with right-of-way acquisition and construction for the referenced project.

NOW, THEREFORE, BE IT RESOLVED THAT the governing body for the City of Gainesville hereby authorizes the submittal of an application for GTIB grant funds from the State Road & Tollway Authority.

Adopted this _____ day of _____, 2018.

_____

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

CITY OF GAINESVILLE

WORKSESSIONREQUEST

Date Submitted: 2/19/2018

Presenter: Matt Tate

Item of Business: **Public Hearing Item for the March 6, 2018 Council Meeting**
Request from **Geosam Capital US (Atlanta), LP** to amend the existing Planned Unit Development (P-U-D) zoning on a 85.45± acres tract located at the terminus of Lilac Creek Trail and Shady Lane Drive, south of Gaines Mill Road within the Heritage Pointe Subdivision (a/k/a **0 Gaines Mill Road SE**). **Ward Number: Three.** Tax Parcel Number(s): 15-022-000-014 (part). **Request: 100-single family detached lots.**

Meeting Date: 3/1/2018

Purpose of Request:
The applicant is proposing to amend an 85.45± acres portion of a 220± acres property known as the Heritage Pointe subdivision zoned Planned Unit Development (P-U-D). The purpose is to allow for 100 single family detached lots instead of 97 attached townhomes that were originally approved as part of the zoning in 2006 but were never constructed. The property is mostly wooded and contains a stream that traverses the property. The applicant states the aesthetics of the homes and development standards will be consistent with the existing homes within the subdivision with minimum lot sizes of 10,000 square feet, minimum lot widths of 55-feet, minimum 1,300 square foot ranch homes and minimum 1,700 square foot two-story homes. Access will be provided by extending Lilac Creek Trail and water/sewer utilities are to be extended from within Phase 2 of the subdivision. Adjacent uses include single-family homes and undeveloped land.

History/Background:

Facts & Issues for Consideration:

Department Recommendation:
Staff and PAB recommended conditional approval with six conditions. See the PAB Recommendation Report for details and excerpts from the meeting minutes.

SAMPLE MOTIONS

Approve
I move to approve first reading of an ordinance to amend the existing P-U-D to allow 100 single-family detached lots instead of 97 attached townhomes.

Deny
I move to deny this request.

Department Director:
Rusty Ligon

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
Legal Ad	Legal Ad
PAB Recommendation Report	Report
Proposed Zoning Amendment Ordinance	Ordinance
Location Maps	Backup Material
Narrative	Backup Material
Survey	Backup Material
Site Plan	Backup Material
Pictures	Backup Material

COMBINED LEGAL AD
Gainesville Planning and Appeals Board
Gainesville City Council

Publish Sunday, January 28, 2018
THE TIMES

NOTICE OF PLANNING AND APPEALS BOARD PUBLIC HEARING

Notice is hereby given that the **Gainesville Planning and Appeals Board** will conduct a public hearing on **Tuesday, February 13, 2018** at **5:30 p.m.** in the **Gainesville Justice Center** (Municipal Courtroom at the Public Safety Complex), 701 Queen City Parkway in midtown Gainesville on the following request:

1) Request from **Geosam Capital US (Atlanta), LP** to amend the existing Planned Unit Development (P-U-D) zoning on a 85.45± acres tract located at the terminus of Lilac Creek Trail and Shady Lane Drive, south of Gaines Mill Road within the Heritage Pointe Subdivision (a/k/a **0 Gaines Mill Road SE**).
   Ward Number: Three
   Tax Parcel Number(s): 15-022-000-014 (part)
   Request: 100-single family detached lots

NOTICE OF PUBLIC HEARING ON PROPOSED AMENDMENTS TO THE GAINESVILLE ZONING MAP

Notice is hereby given that the **Gainesville City Council** will conduct a public hearing on **Tuesday, March 6, 2018** at **5:30 p.m.** in the **Gainesville Justice Center** (Municipal Courtroom at the Public Safety Complex), 701 Queen City Parkway in midtown Gainesville on the following requests:

1) Request from **Geosam Capital US (Atlanta), LP** to amend the existing Planned Unit Development (P-U-D) zoning on a 85.45± acres tract located at the terminus of Lilac Creek Trail and Shady Lane Drive, south of Gaines Mill Road within the Heritage Pointe Subdivision (a/k/a **0 Gaines Mill Road SE**).
   Ward Number: Three
   Tax Parcel Number(s): 15-022-000-014 (part)
   Request: 100-single family detached lots

Additional information is available from the Community Development Department, Planning Division, by calling 770-531-6570.

NOTE: In accordance with Georgia law, anyone who wishes to express opposition to the proposed zoning action, and has made, within two years immediately preceding the filing of the proposed zoning action, campaign contributions aggregating $250 or more to a local government official who will consider the application, shall file a disclosure of contribution(s) with the Planning Division at least five (5) days prior to the first reading of the proposed zoning action by the City Council. (OCGA § 36-67A-3 3 {c})

GAINESVILLE PLANNING and APPEALS BOARD
RECOMMENDATION

Applicant and Property Owner..... Geosam Capital US (Atlanta), LP

Location..... 0 Gaines Mill Road SE

Request..... Amend the existing Planned Unit Development (P-U-D) zoning

Size ..... 85.45± acres

Ward..... Three

Proposed Use..... 100 single-family detached lots

Planning Division Staff Recommendation ..... **Approval, with conditions**

Planning and Appeals Board Recommendation.... **Approval, with conditions**

Date..... February 13, 2018

- ***Applicant's Proposal and Background Information***

The applicant is proposing to amend an 85.45± acres portion of a 220± acres property known as the Heritage Pointe subdivision zoned Planned Unit Development (P-U-D). The purpose is to allow for 100 single family lots instead of 97 attached townhomes that were originally approved as part of the zoning in 2006 but were never constructed. All total, there will be 392 single-family lots of which there are 167+ existing homes and an additional 15+ home sites under construction. The property located within Phase 4 of the residential subdivision is mostly wooded and contains a stream that traverses the property.

Access will be provided from the extension of Lilac Creek Trail and water/sewer utilities are to be extended from within Phase 2 of the subdivision. The applicant states the aesthetics of the homes and development standards will be consistent with the existing homes within the subdivision with minimum lot sizes of 10,000 square feet, minimum 1,300 square foot ranch homes and minimum 1,700 square foot two-story homes. Due to the shape and size of the property, the applicant is proposing a minimum 55-foot lot width instead of a 65-foot lot width which is required for the home sites within the first three phases of the neighborhood.

- ***Adjacent Land Use and Zoning***

Location	Use	Zoning
North	Heritage Pointe Subdivision; Single-family homes	Planned Unit Development (P-U-D) – City Residential-II (R-II) - County
South	Vacant land	Agricultural Residential-IV (AR-IV) - County
East	Rosewood Subdivision; Single-family homes	Residential-I (R-I) - County Agricultural Residential-IV (AR-IV) - County
West	Single-family homes	Agricultural Residential-IV (AR-IV) - County

- ***Other Departmental Comments***

There were no additional departmental comments regarding this request.

- ***Zoning History***

The following zoning actions have taken place in the immediate area during the last ten years:

2014 - A request by Alcovy-20, Inc. to amend a 26.10± acre tract located at 0, 2108 and 2125 Wilson Drive zoned Planned Unit Development (P-U-D) for a 55-lot single-family subdivision was approved with conditions.

2012 - A request by Gainesville Truck Center to annex a 14.03± acres tract located at 2145 Athens Highway with a zoning of Light Industrial (L-I) for sewer for an existing truck center was approved.

- ***Staff Analysis***

(1) Is the proposed use suitable in view of the zoning and development of adjacent and nearby property?

The nearby properties are comprised of mostly single-family homes and undeveloped land. The proposed zoning amendment to allow single-family homes instead of attached townhomes appears to be suitable given the surrounding uses. The proposal is consistent in quality and scale with what is currently being constructed within the Heritage Pointe subdivision.

(2) Will the proposed use adversely affect the existing use or usability of adjacent or nearby property?

The proposal will add a total of three additional residences which should have minimal impacts within the existing subdivision or nearby area. It is anticipated that the development of single-family home sites as opposed to townhomes will moderately increase the number of vehicle trips.

The amount of disturbed land area will increase to account for larger lot sizes, homes, driveways and infrastructure. If approved, the development will be required to meet the storm water standards during pre, intermediate and post development. Of note, the property is located within the North Oconee Water Supply Watershed Protection Zone which intent is minimize the transport of pollutants and sediment to the water supply, to maintain the yield of water supply watersheds, and to ensure water can be treated to meet federal and state drinking water standards, within the North Oconee River small water supply watershed.

(3) Is the proposed use compatible with the purpose and intent of the Comprehensive Plan?

The proposal is consistent with the Comprehensive Plan and is within density range at an overall density of 1.78 dwelling units per acre. The Gainesville Future Development Map for the City of Gainesville places the property within the *Low-Medium Density Residential* land use category, which includes areas containing or planned for single-family detached or semi-detached housing at densities ranging from two to four dwelling units per acre.

According to the Character Area map for the City of Gainesville, the subject property is located within the *Suburban Residential* Character Area. The vision for this area is to preserve older, stable residential subdivisions and encourage newer projects with smaller lot sizes, pedestrian infrastructure, and buildings patterned after traditional local housing, possibly containing a small neighborhood-serving “village center”. As the housing market recovers, stalled projects will need attention and possible redesign to capitalize on changing household demographics.

As well, the quality community objectives state that housing choices should continue to be diversified to support a range of household incomes, sizes, types, but consist mostly of

traditional single family detached lots. In areas where natural features or sensitive environments are important, cluster housing or conservation subdivision design may be appropriate. Land uses allowed in the Suburban Residential Character Area include low-density residential, medium-density residential, multi-family residential, public / institutional, commercial, and parks / recreation / conservation, mixed-use.

(4) Are there substantial reasons why the property cannot or should not be used as currently zoned?

The subject property is zoned Planned Unit Development (P-U-D) and is limited to 97 residential townhomes. The existing zoning is site specific which requires a zoning amendment for the proposed 100 single-family lots. While the property could be developed for townhomes, staff believes the proposed amendment is more suitable for the existing neighborhood.

(5) Will the proposed use cause an excessive or burdensome use of public facilities or services, including but not limited to streets, schools, water or sewer utilities, and police or fire protection?

The proposal should not cause an excessive or burdensome use of public facilities or services. Water and sewer are currently present and have adequate capacity to serve the proposed development.

Existing public safety services already respond to the adjacent and nearby properties. Gainesville Fire Station #1 located off of Queen City Parkway is located approximately 5.8± miles away and Hall County Fire Station #1 is located approximately 3.1 miles off of Athens Highway.

According to the Institute of Transportation Engineers 9th Edition Trip Generation Manual the proposed change from townhomes to single-family lots will increase the number of vehicle trips. Single-family homes typically can generate more traffic due to larger unit sizes which have more vehicles per unit. The proposed single-family homes would generate an additional 388 weekday trips, (50% entering, 50% existing) and an additional 43 A.M. and 50 P.M. two-way trips per peak hour.

The projected number of students that may attend public schools within the proposed development is unknown at this time; however, it is expected that the load on the public school system would increase. Gainesville City Schools currently provides bus service to the adjacent homes within Heritage Pointe Subdivision.

(6) Is the proposed use supported by new or changing conditions not anticipated by the Comprehensive Plan or reflected in the existing zoning on the property or surrounding properties?

It is anticipated that the surrounding property will remain as single-family and rural residential. At this time, there are no anticipated changes to this.

(7) Does the proposed use reflect a reasonable balance between the promotion of the public health, safety, morality, or general welfare and the right to unrestricted use of property?

Based on the Comprehensive Plan and the adjacent single-family residential uses, it appears the use reflects a reasonable balance between the promotion of the public health, safety, morality, or general welfare and the right to unrestricted use of property, with the proposed zoning conditions.

- ***Staff Recommendation***

The Planning Division staff is recommending **conditional approval** of this zoning amendment request, based on the Comprehensive Land Use Plan and the adjacent single-family residential uses.

The proposed zoning conditions are similar to the previously adopted conditions for the Heritage Pointe Subdivision but have been amended to remove the townhome requirements.

Conditions

1. **The proposed single-family homes shall be compatible with the existing single-family homes under construction within the Heritage Pointe subdivision and are to consist of a combination of brick, stone, and vinyl siding exterior facades.**
2. **The minimum heated floor space per single-family dwelling shall be 1,300 square feet for ranch homes and 1,700 square feet for two-story homes.**
3. **A buffer consisting of minimum 5-foot high evergreen buffer trees shall be required around all detention pond areas, per Community Development Department Director approval.**
4. **All amenity parking areas shall be appropriately screened from the adjacent residential property. The screening is to consist of a minimum 8-foot high opaque privacy fence that is architecturally compatible with the amenity pavilion. In addition, minimum 5-foot tall Leyland Cypress trees shall be required between the fence and the residential property, as per Community Development Department approval.**
5. **All interior roads shall meet City of Gainesville standards. Sidewalks within the remaining future phases shall be required on both sides of the road and shall be a minimum width of 5-feet.**
6. **Any road or access improvements deemed necessary by the Gainesville Public Works Director for the scope of the project shall be the expense of the applicant/developer. The scope of the project shall be defined as the area in which the subject property fronts along Gaines Mill Road.**

Excerpts from the February 13, 2018 PAB Meeting Minutes

Applicant Presentation: Alise Hoffman, Geosam, 2170 Satellite Boulevard, Suite 425, Duluth, stated the staff report basically covered everything but added the applicant wants the neighborhood to be more cohesive throughout and they plan to do this by eliminating the townhomes and keeping the subdivision as all single-family detached homes. However, in order to achieve that goal, they would require a 10-feet reduction in the lot width for those 100 lots.

FAVOR: None

OPPOSE: None

Planning and Appeals Board Comments: None

There was a motion to recommend conditional approval of the request to amend the existing Planned Unit Development (P-U-D) zoning to allow 100 single-family detached lots instead of 97 townhomes with the following conditions:

Conditions

1. **The proposed single-family homes shall be compatible with the existing single-family homes under construction within the Heritage Pointe subdivision and are to consist of a combination of brick, stone, and vinyl siding exterior facades.**
2. **The minimum heated floor space per single-family dwelling shall be 1,300 square feet for ranch homes and 1,700 square feet for two-story homes.**
3. **A buffer consisting of minimum 5-foot high evergreen buffer trees shall be required around all detention pond areas, per Community Development Department Director approval.**
4. **All amenity parking areas shall be appropriately screened from the adjacent residential property. The screening is to consist of a minimum 8-foot high opaque privacy fence that is architecturally compatible with the amenity pavilion. In addition, minimum 5-foot tall Leyland Cypress trees shall be required between the fence and the residential property, as per Community Development Department approval.**
5. **All interior roads shall meet City of Gainesville standards. Sidewalks within the remaining future phases shall be required on both sides of the road and shall be a minimum width of 5-feet.**
6. **Any road or access improvements deemed necessary by the Gainesville Public Works Director for the scope of the project shall be the expense of the applicant/developer. The scope of the project shall be defined as the area in which the subject property fronts along Gaines Mill Road.**

Motion made by Board Member Martin
Motion seconded by Board Member White
Vote – 6 favor, 1 vacancy

First Reading: _____
Passed: _____

AN ORDINANCE

No. 2018-

AN ORDINANCE AMENDING THE ZONING MAP OF THE CITY OF GAINESVILLE, GEORGIA, BY AMENDING THE EXISTING PLANNED UNIT DEVELOPMENT, WITH CONDITIONS (P-U-D-c) ZONING ON A 85.45± ACRES TRACT LOCATED AT THE TERMINUS OF LILAC CREEK TRAIL AND SHADY LANE DRIVE, SOUTH OF GAINES MILL ROAD WITHIN THE HERITAGE POINTE SUBDIVISION (A/K/A 0 GAINES MILL ROAD, SE); REPEALING CONFLICTING ORDINANCES; TO PROVIDE FOR SEVERABILITY; TO PROVIDE FOR AN EFFECTIVE DATE; AND FOR OTHER PURPOSES.
(Amendment to the Zoning Map)

BE IT HEREBY ORDAINED BY THE GOVERNING AUTHORITY OF THE CITY OF GAINESVILLE, GEORGIA AS FOLLOWS:

SECTION I.

That from and after the passage of this Ordinance, the subject property containing 85.45± acres with **Planned Unit Development, with conditions (P-U-D-c)** zoning is hereby amended as follows:

Conditions

1. **The proposed single-family homes shall be compatible with the existing single-family homes under construction within the Heritage Pointe subdivision and are to consist of a combination of brick, stone, and vinyl siding exterior facades.**
2. **The minimum heated floor space per single-family dwelling shall be 1,300 square feet for ranch homes and 1,700 square feet for two-story homes.**
3. **A buffer consisting of minimum 5-foot high evergreen buffer trees shall be required around all detention pond areas, per Community Development Department Director approval.**
4. **All amenity parking areas shall be appropriately screened from the adjacent residential property. The screening is to consist of a minimum 8-foot high opaque privacy fence that is architecturally compatible with the amenity pavilion. In addition, minimum 5-foot tall Leyland Cypress trees shall be required between the fence and the residential property, as per Community Development Department approval.**
5. **All interior roads shall meet City of Gainesville standards. Sidewalks within the remaining future phases shall be required on both sides of the road and shall be a minimum width of 5-feet.**
6. **Any road or access improvements deemed necessary by the Gainesville Public Works Director for the scope of the project shall be the expense of the applicant/developer. The scope of the project shall be defined as the area in which the subject property fronts along Gaines Mill Road.**

Legal Description

All that tract or parcel of land lying and being in Georgia Militia District 268, in the City of Gainesville, Hall County, Georgia and being more particularly described as follows:

BEGINNING at a ½ rebar found at state plane GPS coordinate, Northing: 1556472.96, Easting: 2416923.13;

Thence South 06°57'32" East, a distance of 294.12 feet to a point; thence South 10°34'43" East, a distance of 65.00 feet to a point; thence South 17°33'24" East, a distance of 69.21 feet to a point; thence South 26°15'21" East, a distance of 177.80 feet to a point; thence South 34°59'00" East, a distance of 88.43 feet to a point; thence South 42°15'09" East, a distance of 156.27 feet to a point; thence South 52°17'44" East, a distance of 130.00 feet to a point; thence North 37°42'16" East, a distance of 154.00 feet to a point;

Thence crossing the right-of-way of Lilac Creek Trail, North 41°38'30" East, a distance of 50.12 feet to a point; thence North 37°42'16" East, a distance of 162.54 feet to a point; thence North 52°16'20" West, a distance of 81.96 feet to a point; thence North 62°00'22" East, a distance of 187.81 feet to a point; thence South 19°17'25" East, a distance of 90.47 feet to a point; thence South 35°57'09" East, a distance of 158.44 feet to a point; thence North 87°47'44" West, a distance of 80.19 feet to a point; thence South 20°06'04" East, a distance of 330.00 feet to a point; thence North 88°13'39" East, a distance of 195.00 feet to a point; thence South 03°50'24" East, a distance of 75.00 feet to a point; thence South 49°19'46" East, a distance of 155.22 feet to a point; thence North 80°49'42" East, a distance of 160.53 feet to a point; thence South 89°24'31" East, a distance of 160.45 feet to a point; thence North 44°10'37" East, a distance of 50.08 feet to a point; thence South 54°34'57" East, a distance of 103.11 feet to a point; thence South 69°58'05" East, a distance of 159.93 feet to a point; thence North 19°33'55" East, a distance of 152.02 feet to a point;

Thence along the southerly right-of-way of Heritage Glen Drive the following courses and distances:

South 70°26'05" East, a distance of 191.42 feet to a point: with a curve tangent to the right having an arc length of 99.59 feet and a radius of 325.00 feet, with a chord bearing South 61°39’23" East and a chord length of 99.20 feet, to a point;

Thence leaving said right-of-way of Heritage Glen Drive, South 50°32'44" West, a distance of 141.57 feet to a point; thence South 36°53'18" East, a distance of 259.17 feet to a point; thence South 39°19'15" East, a distance of 67.40 feet to a point; thence South 48°31'43" East, a distance of 83.68 feet to a point; thence South 48°31'43" East, a distance of 82.36 feet to a point; thence South 55°31'27" East, a distance of 87.83 feet to a point; thence South 60°31'12" East, a distance of 204.85 feet to a point; thence South 63°35'12" East, a distance of 21.77 feet to a point; thence North 85°33'25" East, a distance of 196.45 feet to a point; thence North 26°05'31" East, a distance of 207.79 feet to a point; thence South 15°11'40" East, a distance of 291.85 feet to a 1” crimped top pipe found; thence South 74°45'47" West, a distance of 2831.45 feet to a ½” rebar found; thence North 14°34'01" West, a distance of 1430.47 feet to a ½” open top pipe; thence North 14°49'16" West, a distance of 1317.14 feet to an axle found; thence North 72°30'04" East, a distance of 357.07 feet to a ½” rebar found;

Thence along the south easterly right-of-way of Shady Lane Drive the following courses and distances:

South 58°13'56" East, a distance of 40.00 feet; thence North 31°46'01" East, a distance of 5.61 feet to a point: with a curve tangent to the left having an arc length of 138.11 feet and a radius of 124.06 feet, with a chord bearing North 00°07’33" west and a chord length of 131.09 feet, to a point; thence North 32°01'10" West, a distance of 15.25 feet to a ½” rebar found;

Thence leaving said right-of-way of Shady Lane Drive, North 80°31'05" East, a distance of 230.96 feet to a ½” rebar found; thence South 31°07'18" West, a distance of 208.70 feet to a point; thence South 10°21'37" West, a distance of 109.79 feet to a point; thence South 01°56'45" West, a distance of 65.01 feet to a ½” rebar found. Said ½” rebar being the POINT OF BEGINNING.

Said property Contains 85.448 AC, more or less.

SECTION II.

All Ordinances and parts of Ordinances in conflict herewith are hereby repealed.

SECTION III.

If any portion of this Ordinance shall be held to be invalid or unconstitutional, such invalidity or unconstitutionality shall not affect or impair the remaining portions unless it clearly appears that such other parts are wholly and necessarily dependent upon the part held to be invalid or unconstitutional.

SECTION IV.

This Ordinance is enacted as an amendment to the Code of the City of Gainesville, Georgia, and is to be codified as a part of Section 9-1-1-5 thereof.

SECTION V.

The effective date of this Ordinance shall be upon approval by the governing authority of the City of Gainesville, Georgia.

_____

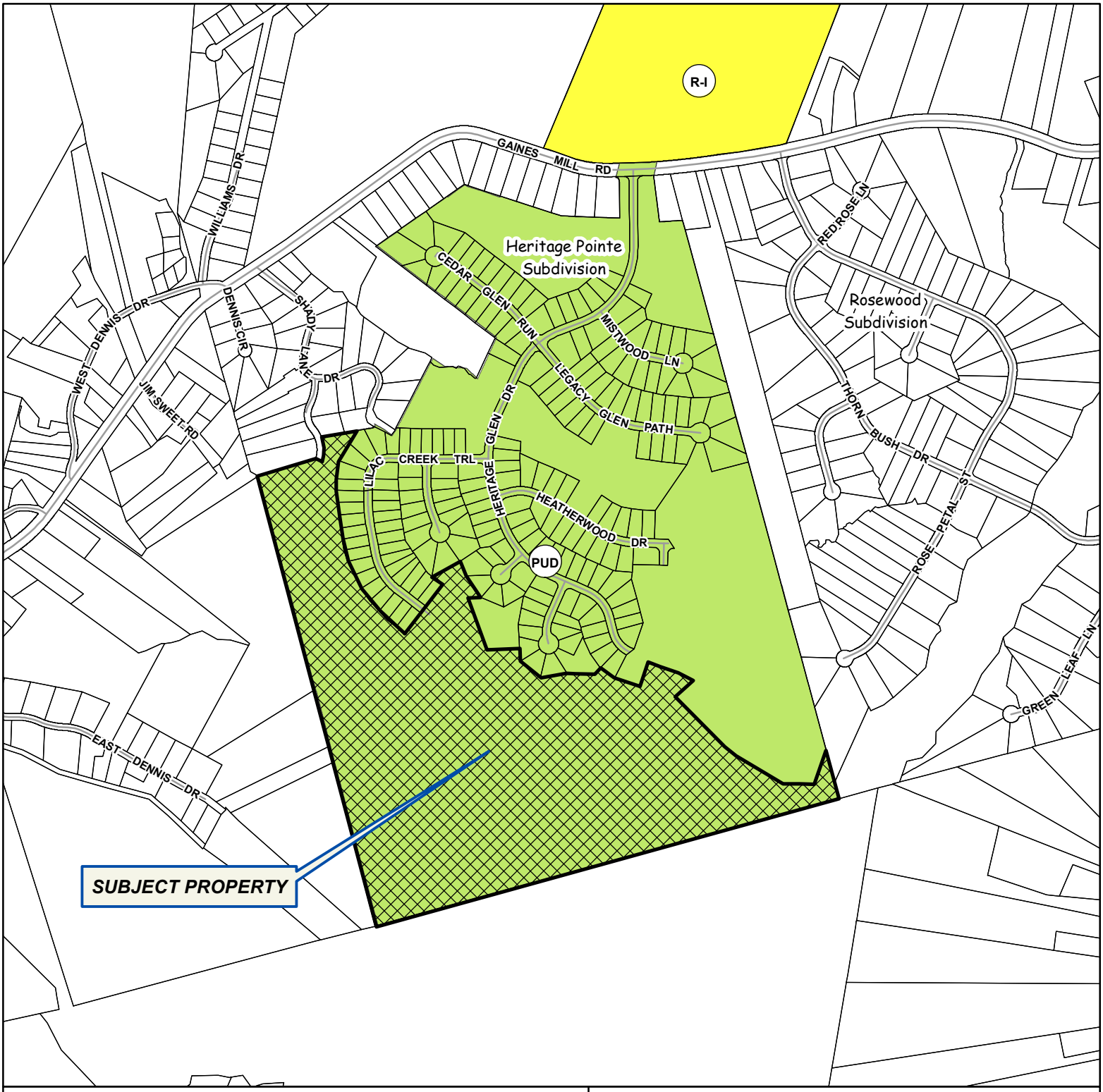
C. Danny Dunagan, Jr., Mayor

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 ordinance was adopted as stated and will be recorded in the official minutes.

ATTEST:

_____

Denise O. Jordan, City Clerk



Applicant:

ZONING AMENDMENT REQUEST

GEOSAM CAPITAL US (ATLANTA), LP

Request:

Amend existing Planned Unit Development (P-U-D) zoning on a 85.45+/- acres tract for 100 single-family detached lots

Subject Area Address:

0 Gaines Mill Road SE

Meeting: 2/13/2018

Prepared: 1/24/2018

Gainesville Community Development Department

Subject Property

N

0 480 960 1,440 1,920 Feet

1 " = 800 '

Tax Parcel: 15-022-000-014 (Part)

Applicant:

ZONING AMENDMENT REQUEST

GEOSAM CAPITAL US (ATLANTA), LP

Request:

Amend existing Planned Unit Development (P-U-D) zoning on a 85.45+/- acres tract for 100 single-family detached lots

Subject Area Address:

0 Gaines Mill Road SE

Meeting: 2/13/2018

Prepared: 1/24/2018

Gainesville Community Development Department

Subject Property

Aerial from 2015

N

0 480 960 1,440 1,920 Feet

1 " = 800 '

Tax Parcel: 15-022-000-014 (Part)

Geosam

Geosam Capital US, LLC
2170 Satellite Blvd., Suite 425
Duluth, GA 30097
t. (470) 440-6509

December 20, 2017

Matthew Tate
Planning Manager
City of Gainesville
Community Development
P.O. Box 2496
Gainesville, GA 30503

Re: Letter of Intent- Heritage Pointe Phase 4 PUD Zoning Amendment

Dear Mr. Tate:

Please be advised Geosam Capital US (Atlanta), LP (the "Applicant") is requesting a PUD zoning amendment for an approximately 85 acres portion of a 220 acres parcel of land located in GMD 268, City of Gainesville, Hall County, Georgia (the "Property"). The Property is located in the Heritage Pointe Subdivision (the "Subdivision"). Applicant's intent is for the Property to consist of only single-family detached residences.

The current zoning of the Property is Planned Unit Development with conditions pursuant to the City of Gainesville Ordinance No. 2006-05. The zoning conditions of the single-family residences in the Subdivision are as follows:

(1) Density: 1.77 units per acre
(2) Minimum Lot Size: 10,000 square feet
(3) Lot Width: 65 ft.
(4) Setbacks: 25 ft. front, 7.5 ft. side and 20 ft. rear

The Subdivision currently consists of ninety-one (91) built single-family residences with an additional fourteen (14) single-family residences under construction.

Applicant requests a zoning amendment to allow for the development of 100 single-family detached residences in an area previously planned for 97 single-family attached residences. The purposed total number of single-family detached residences in the Subdivision will be 392 units. The proposed residential density at 1.78 units per acre is appropriate for the area and complies with the City of Gainesville's maximum density of 2.18 units per acre.

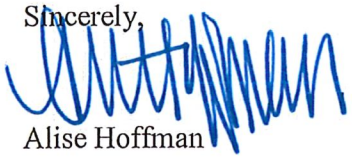
Concurrent with the request to eliminate the single-family attached residences, Applicant requests a 10-foot reduction to the minimum lot width from 65 ft. to 55 ft. for the purposed 100 single-family detached residences. The Property exists as an irregularly shaped parcel in the Subdivision. The shape and size of the Property places a great hardship on the Applicant and prohibits reasonable development of the Property without the reduction of the

lot width. The 100 single-family detached residences shall meet or exceed all other current zoning conditions as originally approved by the City of Gainesville.

The proposed PUD zoning amendment will provide value to the City of Gainesville and the surrounding community. The increase in the single-family detached residences and the elimination of all single-family attached residences will not significantly impact the overall density of the area. The purposed variances would allow Applicant to construct single-family detached residences that conform to the neighborhood characteristics and aesthetics as all other residences in the Subdivision are single-family detached residences. The granting of the PUD zoning amendment would not cause substantial detriment to the public good or impair the intent of the Zoning Code of the City of Gainesville.

Accordingly, Applicant respectfully requests the PUD zoning amendment be granted. If there are any questions or concerns, please contact me at (470) 440-6509 or ahoffman@geosam.ca.

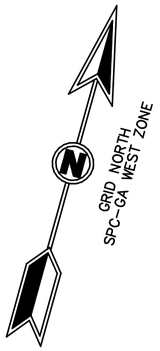
Sincerely,



Alise Hoffman

cc: Kevin Daniel

THIS BLOCK RESERVED FOR THE CLERK OF THE SUPERIOR COURT



SURVEYOR CERTIFICATION

AS REQUIRED BY SUBSECTION (d) OF O.C.G.A. SECTION 15-6-67, THIS PLAT HAS BEEN PREPARED BY A LAND SURVEYOR AND APPROVED BY ALL APPLICABLE LOCAL JURISDICTIONS FOR RECORDING AS EVIDENCED BY APPROVAL CERTIFICATES, SIGNATURES, STAMPS, OR STATEMENTS HEREON. SUCH APPROVALS OR AFFIRMATIONS SHOULD BE CONFIRMED WITH THE APPROPRIATE GOVERNMENTAL BODIES BY ANY PURCHASER OR USER OF THIS PLAT AS TO INTENDED USE OF ANY PARCEL. FURTHERMORE, THE UNDERSIGNED LAND SURVEYOR CERTIFIES THAT THIS PLAT COMPLIES WITH THE MINIMUM TECHNICAL STANDARDS FOR PROPERTY SURVEYS IN GEORGIA AS SET FORTH IN THE RULES AND REGULATIONS OF THE GEORGIA BOARD OF REGISTRATION FOR PROFESSIONAL ENGINEERS AND LAND SURVEYORS AND AS SET FORTH IN O.C.G.A. SECTION 15-6-67.

GEORGIA REGISTERED No. 3241 LAND SURVEYOR JASON D. WATKINS

JASON D. WATKINS, RLS # 3241

* THIS SURVEY REPRESENTS A RETRACEMENT OF THE RAMAINDER OF PARCEL 15022 000014 LYING SOUTHWEST OF HERITAGE POINTE PHASES 2,2B, & 3. HERITAGE POINTE PHASE 3 UNDER REVIEW AS OF SURVEY DATE.

FIELD MEASUREMENTS WERE TAKEN WITH A TRIMBLE S6 ROBOTIC INSTRUMENT.

FIELD DATA FOUND TO HAVE A CLOSURE PRECISION OF 1 FOOT IN 25,993 FEET, AND AN ANGULAR ERROR OF2 SECONDS PER ANGLE.

FIELD DATA ADJUSTED USING THE LEAST SQUARES METHOD.

THIS PLAT HAS BEEN CALCULATED FOR CLOSURE AND FOUND TO HAVE A PRECISION OF 1 FOOT IN 556,549 FEET.

FIELD WORK PERFORMED: 12/20/17

THIS PLAT DOES NOT CONSTITUTE AND SHALL NOT BE CONSTRUED AS A TITLE SEARCH OR REPORT, AND THUS MAY BE SUBJECT TO ANY EASEMENTS, RIGHT OF WAY OR RESTRICTIONS ONE MAY FIND.

THIS PLAT WAS PREPARED FOR THE EXCLUSIVE USE OF THE PERSON, PERSONS OR ENTITY NAMED ON THIS PLAT. THIS DOES NOT EXTEND TO ANY UNNAMED THIRD PARTY WITHOUT AN EXPRESSED RESTATEMENT BY THE SURVEYOR.

TYPE OF SURVEY: DIVISION

SOURCE OF TITLE DESCRIPTION FOR PROPERTY SHOWN HEREON: DB DB 7031, PG 777

PROPERTY OWNERS AS OF SURVEY DATE: GEOSPAM CAPITAL US (ATLANTA) LP

PARCEL NUMBER: PORTION OF 15022 000014

LINE	CHORD BEARING	CHORD	ARC	RADIUS
C1	N00°07'33"W	131.09'	138.11'	124.06'
C2	S61°39'23"E	99.20'	99.59'	325.00'

LINE	BEARING	DISTANCE
L1	N72°30'04"E	357.07'
L2	S58°13'56"E	40.00'
L3	N31°46'01"E	5.61'
L4	N32°01'10"W	15.25'
L5	N80°31'05"E	230.96'
L6	S31°07'18"W	208.70'
L7	S10°21'37"W	109.79'
L8	S01°56'45"W	65.01'
L9	S06°57'32"E	294.12'
L10	S10°34'43"E	65.00'
L11	S17°33'24"E	69.21'
L12	S26°15'21"E	177.80'
L13	S34°59'00"E	88.43'
L14	S42°15'09"E	156.27'
L15	S52°17'44"E	130.00'
L16	N37°42'16"E	154.00'
L17	N41°38'30"E	50.12'
L18	N37°42'16"E	162.54'
L19	N52°16'20"W	81.96'
L20	N62°00'22"E	187.81'
L21	S19°17'25"E	90.47'
L22	S35°57'09"E	158.44'
L23	N87°47'44"W	80.19'
L24	S20°06'04"E	330.00'
L25	N88°13'39"E	195.00'
L26	S03°50'24"E	75.00'
L27	S49°19'46"E	155.22'
L28	N80°49'42"E	160.53'
L29	S89°24'31"E	160.45'
L30	N44°10'37"E	50.08'
L31	S54°34'57"E	103.11'
L32	S69°58'05"E	159.93'
L33	N19°33'55"E	152.02'
L34	S70°26'05"E	191.42'
L35	S50°32'44"W	141.57'
L36	S36°53'18"E	259.17'
L37	S39°19'15"E	67.40'
L38	S48°31'43"E	83.68'
L39	S48°31'43"E	82.36'
L40	S55°31'27"E	87.83'
L41	S60°31'12"E	204.85'
L42	S63°35'12"E	21.77'
L43	N85°33'25"E	196.45'
L44	N26°05'31"E	207.79'
L45	S15°11'40"E	291.85'

DES DAVIS
ENGINEERING & SURVEYING
81 CROWN MTN. PLACE
SUITE A-400
DAHLONEGA, GA 30533
PH: (706) 864-0012
FAX: (706) 864-0052
DAVISENGINEERS.COM

CERTIFICATE OF AUTHORIZATION NUMBER: LSF 001057

SURVEY FOR GEOSAM CAPITAL US LP

G.M.D. 268
CITY OF GAINESVILLE
HALL COUNTY, GEORGIA

LEGEND

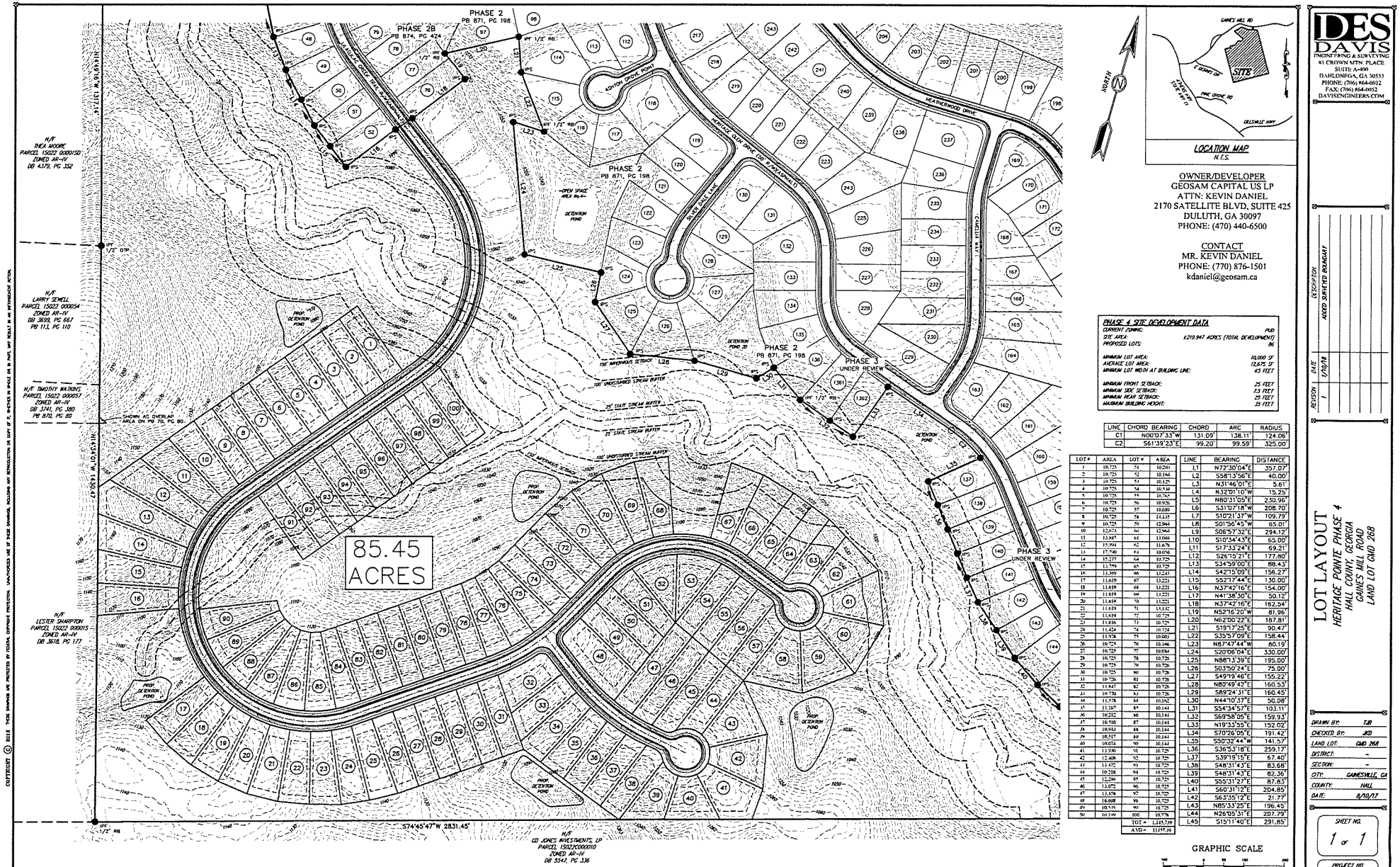
○	CALCULATED POSITION
●	IRON PIN FOUND/SET (IPF/IPS)
⊠	MONUMENT
C/L	CENTERLINE
CTP	CRIMPED TOP PIPE
DB	DEED BOOK
N/F	NOW OR FORMERLY
OTP	OPEN TOP PIPE
PB	PLAT BOOK
PG	PAGE
P/L	PROPERTY LINE
RB	REBAR
	UTILITY POLE
	ADJOINER
	LAND LOT LINE
	WATER METER
	WATER VALVE
PBX	POWER BOX
	RIGHT OF WAY

IPS-IRON PIN SET 1/2" REBAR

DRAWN BY: LAW
FIELD CREW: WD, JH, CC, AG
DATE: 12/21/17
REVISIONS:

SHEET NO.
1 OF 1

PROJECT NO.
16-291.P4



LOCATION MAP
N.T.S.

OWNER/DEVELOPER
GEOSAM CAPITAL US LP
ATTN: KEVIN DANIEL
2170 SATELLITE BLVD, SUITE 425
DULUTH, GA 30097
PHONE: (470) 440-6500

CONTACT
MR. KEVIN DANIEL
PHONE: (770) 876-1501
kdaniel@geosam.ca

PHASE 4 SITE DEVELOPMENT DATA

CURRENT ZONING:	PUD
SITE AREA:	±219.947 ACRES (TOTAL DEVELOPMENT)
PROPOSED LOTS:	86
MINIMUM LOT AREA:	10,000 SF
AVERAGE LOT AREA:	12,675 SF
MINIMUM LOT WIDTH AT BUILDING LINE:	65 FEET
MINIMUM FRONT SETBACK:	25 FEET
MINIMUM SIDE SETBACK:	7.5 FEET
MINIMUM REAR SETBACK:	25 FEET
MAXIMUM BUILDING HEIGHT:	35 FEET

LINE	CHORD BEARING	CHORD	ARC	RADIUS
C1	N00°07'33"W	131.09'	138.11'	124.06'
C2	S61°39'23"E	99.20'	99.59'	325.00'

LOT #	AREA	LOT #	AREA
1	10,725	51	10,261
2	10,725	52	10,144
3	10,725	53	10,125
4	10,725	54	10,134
5	10,725	55	10,365
6	10,725	56	10,925
7	10,725	57	10,089
8	10,725	58	14,135
9	10,725	59	12,964
10	12,673	60	12,964
11	13,887	61	13,068
12	15,991	62	11,678
13	17,740	63	10,058
14	15,277	64	10,725
15	13,799	65	10,725
16	13,399	66	12,241
17	11,619	67	13,221
18	11,619	68	13,221
19	11,619	69	13,221
20	11,619	70	13,221
21	11,619	71	13,132
22	11,619	72	10,725
23	11,810	73	10,725
24	11,452	74	10,724
25	11,978	75	10,063
26	10,725	76	10,146
27	10,725	77	10,054
28	10,725	78	10,725
29	10,725	79	10,726
30	10,725	80	10,726
31	10,725	81	10,726
32	11,847	82	10,726
33	10,739	83	10,726
34	11,578	84	10,152
35	11,107	85	10,144
36	10,252	86	10,141
37	10,160	87	10,141
38	10,943	88	10,141
39	10,517	89	10,141
40	10,671	90	10,141
41	11,390	91	10,725
42	12,408	92	10,725
43	11,472	93	10,725
44	10,218	94	10,725
45	12,294	95	10,725
46	13,072	96	10,725
47	13,378	97	10,725
48	16,608	98	10,725
49	10,515	99	10,725
50	10,199	100	10,778
		TOT =	1,145,739
		AVG =	11,957.39

LINE	BEARING	DISTANCE
L1	N72°30'04"E	357.07'
L2	S58°13'56"E	40.00'
L3	N31°46'01"E	5.67'
L4	N32°01'10"W	15.25'
L5	N80°31'05"E	230.98'
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L7	S10°21'37"W	109.79'
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L9	S08°57'32"E	294.12'
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L43	N85°33'25"E	196.45'
L44	N26°05'31"E	207.79'
L45	S15°11'40"E	291.85'

GRAPHIC SCALE
(IN FEET)
1 inch = 100 ft.

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DES DAVIS
ENGINEERING & SURVEYING
81 CROWN MTN. PLACE
SUITE: A-100
DAHLONEGA, GA 30533
PHONE: (706) 864-0012
FAX: (706) 864-0052
DAVISENGINEERS.COM

REVISION	DATE	DESCRIPTION
1	1/10/18	ADDED SURVEYED BOUNDARY

LOT LAYOUT
HERITAGE POINTE PHASE 4
HALL COUNTY, GEORGIA
GAINES MILL ROAD
LAND LOT GMD 268

DRAWN BY:	TJB
CHECKED BY:	JKD
LAND LOT:	GMD 268
DISTRICT:	-
SECTION:	-
CITY:	GAINESVILLE, GA
COUNTY:	HALL
DATE:	8/10/17

SHEET NO.
1 of 1

PROJECT NO.
2016-291.3

CITY OF GAINESVILLE

WORKSESSIONREQUEST

Date Submitted: 2/27/2018

Presenter: Danny Dunagan

Item of Business: Appointment: Board of Health

Meeting Date: 3/1/2018

Purpose of Request:
The purpose of this request is to address a term that has expired.

History/Background:

Facts & Issues for Consideration:
Gainesville is responsible for filling the position held by a consumer or licensed nurse. The appointee will serve a six-year term.

Department Recommendation:
Consider the nomination(s) from the Mayor.

Department Director:
Danny Dunagan

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
BOH Members	Backup Material

BOARD OF HEALTH MEMBERSHIP CONTACT INFORMATION

County: HALL **Information current as of: January 16, 2018**

CEO of County, or Designee

Name: **Commissioner Kathy Cooper**
Mailing Address: P.O. Box 1435
City/State/Zip: Gainesville, GA 30503
Home Phone: Cell:
Work Phone: 770-535-8288
Fax:
Email address: kcooper@hallcounty.org
Membership Expiration Date: Elected Term

County School Superintendent or Designee:

Name: **Mamie Coker, RN**
Mailing Address: 711 Green Street
City/State/Zip: Gainesville, GA 30501
Home Phone: cell:
Work Phone: (770) 534-1080
Fax:
Email address: mamie.coker@hallco.org
Membership Expiration Date: Appointed Term

CEO of Largest City, or Designee:

Name: **George Wangemann, Council Member**
Mailing Address: P.O. Box 2496
City/State/Zip: Gainesville, GA 30503
Home Phone:
Work Phone:
Fax:
e-mail address: gwangemann@gainesville.org
Membership Expiration Date: Elected Term

Physician Appointed by County Commission:
(Dentist of Nurse if No Physician)

Name: **Antonio Ríos, M.D. - Secretary**
Mailing Address: 1315 Jesse Jewel Pkwy Ste 110
City/State/Zip: Gainesville, GA 30501
Home Phone:
Work Phone: (770) 219-0023
Fax: (770) 287-0047
Email address: antonio.rios@nghs.com
Membership Expiration Date:12/31/2023

Consumer or Licensed Nurse: Appointed by City

Name: **Deborah Mack**
Mailing Address:
City/State/Zip: Gainesville, GA 30501
Home Phone:
Work Phone:
Fax:
Email address:
Membership Expiration Date: 12/31/2016

Consumer Advocate: Appointed by County Commission

Name: **Don Harrison**
Mailing Address:
City/State/Zip: Gainesville, GA 30504-5788
Home Phone:
Work Phone: Cell:
Fax:
Email address:
Membership Expiration Date: 12/31/2023

Advocate for Needy, Underprivileged or Elderly:
Appointed by County Commission

Name: **Larry Poole – Vice Chairperson**
Mailing Address:
City/State/Zip: Gillsville, GA 30543
Home Phone: cell:
Work Phone: Retired
Fax:
Email address:
Membership Expiration Date: 12/31/2021

Members serve 6-year terms, unless otherwise noted.

Please forward any changes to LaDana Bruce at the District Office.

County Nurse Manager: Alan Satterfield, RN
County Office Manager: n/a
County EH Manager: Kelly Hairston
Area Nurse Manager: David Donalson, RN (acting)

CITY OF GAINESVILLE

WORKSESSIONREQUEST

Date Submitted: 2/27/2018

Presenter: Danny Dunagan

Item of Business: Appointment: Chicopee Woods Area Park Commission

Meeting Date: 3/1/2018

Purpose of Request:
The purpose of this request is to address a term that will expire soon.

History/Background:
The Commission follows the guidelines of the City Charter and the Code of Ordinances.

Facts & Issues for Consideration:
CWAPC members are appointed to serve three-year terms.

Department Recommendation:
Consider the nomination(s) from the Mayor.

Department Director:
Danny Dunagan

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
CWAPC Members	Backup Material

CHICOPEE WOODS AREA PARK COMMISSION

APPOINTED BY	LAST NAME	FIRST NAME	APPOINTED	REAPPOINTED	EXPIRES
CWAPC (2)	Gilliam Secretary	Steve	2/14/2011	2/10/2014 Feb. 2017	3/26/2020
CWAPC (1)	Ringger	Connie	2005	2/14/2011 3/2014 2/16/2016	3/26/2019
City Council (1)	Hornor Treasurer	Jock	5/19/15 UE	7/19/2016	3/26/2019
City Council (2)	Lawson	Emily D. (Sissy)	3/6/2007	3/4/2008 5/17/2011 3/4/2014 5/2/2017	3/26/2020
City Council (3)	Whitehead Chairman	R. K.	3/7/2006	3/17/2009 5/1/2012 5/5/2015	3/26/2018
County Commission (2)	Bagwell	Emily	3/9/2017		3/26/2020
County Commission (1)	Hemmer Vice Chair	Jane	2007	2010 3/14/2013 3/10/2016	3/26/2019
County Commission (3)	Oliver	Tom	4/9/2015		3/26/2018
County Commission (3)	Norton	Amanda	4/25/17 UE		3/26/2018
Ex-Officio	Bruner	Ruth	1/10/2017	1/9/2018	1/8/2019
Ex-Officio	Gibbs	Scott	n/a		6/12/2016

TERM: Three year terms

CONTACT: R. K. Whitehead

NOTE: All terms expire March 26th

UPDATED: 1/10/2018 ag

CITY OF GAINESVILLE

WORKSESSIONREQUEST

Date Submitted: 2/27/2018

Presenter: Danny Dunagan

Item of Business: Appointment: Planning and Appeals Board

Meeting Date: 3/1/2018

Purpose of Request:
The purpose of this request is to fill a vacant position.

History/Background:
The PAB follows the guidelines set forth in the City Charter, Code of Ordinances and the Unified Land Development Code. The appointee will serve until 11/30/2020.

Facts & Issues for Consideration:
Connie Rucker resigned from the Board.

Department Recommendation:
Consider the nomination(s) from the Mayor.

Department Director:
Danny Dunagan

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
PAB Members	Backup Material

PLANNING APPEALS BOARD

POST	LAST NAME		APPOINTED	REAPPOINTED	EXPIRES
At-Large	Martin, Sr.	Eddie	9/16/2014 UE	12/15/2015 1/9/2018	11/30/2019
At-Large	Thompson	Ryan	11/15/2016		11/30/2018
Ward 1 (Chairman)	Carter	Doug	12/15/2015	1/9/2018	11/30/2019
Ward 2	White	Richard (Rich)	3/21/2017		11/30/2018
Ward 3 ***Unable to serve effective January 2018***	Rucker	Connie	5/20/2008	12/1/2009 10/18/2011 11/5/2013 12/15/2015	11/30/2017
Ward 4	Fleming	Jane	12/5/2006	1/6/2009 12/21/2010 11/20/2012 8/4/2015 11/15/2016	11/30/2018
Ward 5	Delgado	Carmen	8/4/15 UE	11/15/2016	11/30/2018
Ex-Officio	Brooks	Barbara	1/9/2018		1/8/2019

TERM: Two year terms
(Always expire on November 30th)

NOTES: Chairman appointed by governing body.
Vice Chairman elected by the Board.

CONTACT: Rusty Ligon, Director of Community Development

UPDATED: 1/10/18 ag