# AGENDA

**Gainesville Work Session**
**Thursday, February 28, 2019, 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

| | | |
|---|---|---|
| **Police** | Resolution: Norfolk Southern Donation to the City of Gainesville Police Department | Jay Parrish |
| **Community Development** | **Public Hearing Item: March 5, 2019 Council Meeting** Request from **Fred O. Godbee** to rezone a 0.5± acre tract located on the northwest side of the intersection of Thompson Bridge Road and Springview Drive (a/k/a **1831 Thompson Bridge Road, NW**) from Residential-I (R-I) to Neighborhood Business (N-B). **Ward Number: One.** Tax Parcel Number: 01-097-005-004. **Request: Security company office.** | Matt Tate |

## CITY MANAGER ISSUES

## MAYOR/COUNCIL ISSUES

| | | |
|---|---|---|
| | Appointment(s): Building Board of Appeals | Danny Dunagan |
| | Ex-Officio Report(s) | |

## CITY ATTORNEY ISSUES

## CITY CLERK ISSUES

## EXECUTIVE SESSION

## ADJOURNMENT

Final: Tuesday, February 26, 2019, 3:00 PM

# CITY OF GAINESVILLE

## WORKSESSIONREQUEST

**Date Submitted**: 2/4/2019

**Presenter**: Kit Dunlap

**Item of Business**: Economic Development Council

**Meeting Date**: 2/28/2019

**Purpose of Request**:
Economic Development Council FY2020 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 FY2019 in $150,000. For FY2020, 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 FY2020 budget is developed.

**Finance Comments**:

**Administrative Comments:**

ATTACHMENTS:

| Description | Type |
|---|---|
| FY2020 Budget Request | Backup Material |
| FY2019 EDC Board Membership | Backup Material |
| GHCC June 30, 2018 Audited Financial Statements | Backup Material |
| Business Plan 2018-19 - Synopsis | Backup Material |

# City of Gainesville

BUDGET REQUEST FY 2020

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 (FY20). 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 20 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, Headquarters, Life Sciences, Medical Devices, Advanced Manufacturing, 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: Quality destination 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 20.

## Sales and Marketing Efforts:

For FY 20, 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 20 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 and Parkside on the Square in downtown and along the Midtown Greenway. The EDC works closely with end-users and developers to market the benefits of a downtown/Midtown location including the new Federal Opportunity Zone, Georgia Opportunity Zones, Less Developed Census Tract designations, Tax Allocation Districts 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 20 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-three 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 2018 over the prior year.
- 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").
- 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. The EDC recently published a new study of the 366 healthcare service providers in Hall County and the economic impact and 12,500 jobs that healthcare services provides in the community (Exhibit "B")
- 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).

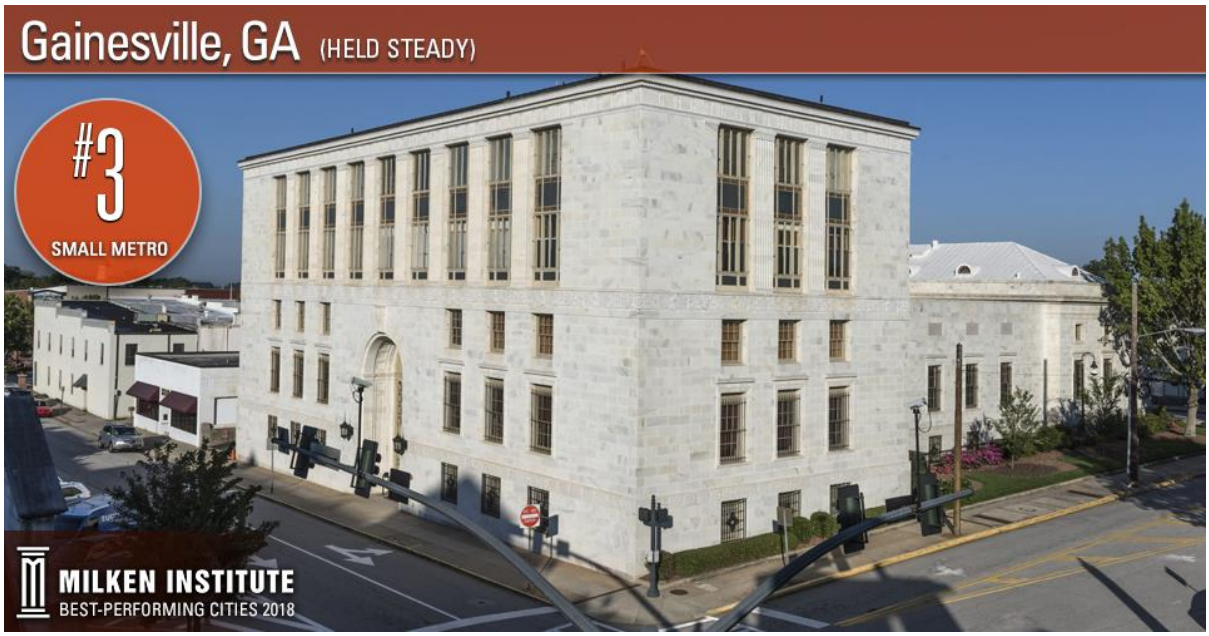
- Coordinating regular programs with commercial realtors and statewide project managers, Georgia's international offices to communicate opportunities and success stories to partners that influence location and expansion decisions.
- Expanding its partnership with the State's economic development marketing effort with regard to life sciences recruitment and international business recruitment. These sectors fit well with Gainesville-Hall County's strengths and strategic vision.
- Expanding retail marketing/development role and capabilities through networking, high-level marketing 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 2019 and 2020.

The EDC is (as of 1/29/19) orchestrating efforts with 70 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 2019, The Milken Institute released its "Best Performing Small Cities" report comparing more than 200 small metropolitan areas across the United States, and the report rated the Gainesville MSA tops in Georgia and #3 in the Nation on the Best Performing Cities ranking for the second year in a row.

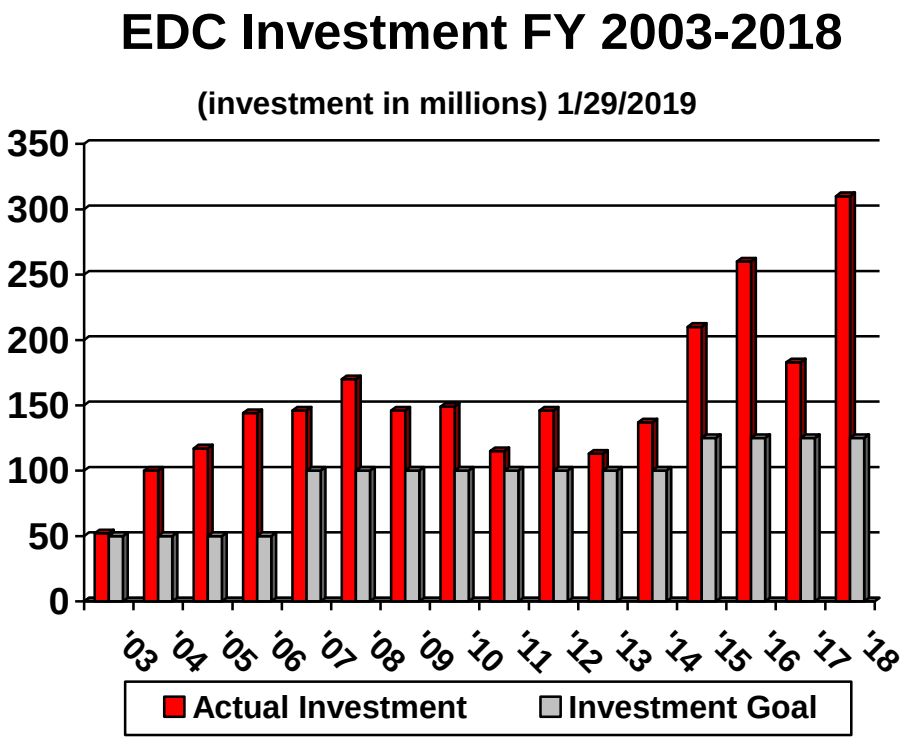



The Gainesville-Hall County Metropolitan Statistical Area (MSA) is among the top 50 fastest growing metros in the nation. Business and industry make long-term investments in our community because of its stability, skilled workforce, visionary leadership and quality of life. We are home to 47 Fortune 500 firms, more than 300 manufacturing and processing concerns, and 47 international companies representing 17 countries. From 2013 to present, more than 150 new and expanded businesses generated over 6,350 new jobs, retained 350 jobs and invested more than $1.3 billion in fixed capital.

## 2018 New and Expanded Locations: (highlighted are in the City of Gainesville)

| Company | Product_or_Service |
|---|---|
| Pattillo Industrial RE | Industrial Developer |
| Chair Factory Event Facility and Restaurant | Event Faciility in Midtown Gainesville |
| McCraney Property | Industrial Developer |
| VDL | CNC Machining & Assembly |
| Blue Sky Refurbishing | Dump Trucks |
| Fieldale | Poultry, Primary Processing |
| ZF Industries | Automotive Components |
| KIK | Contract filler |

| | |
|---|---|
| Vital Foods, LLC | Poultry, Further Processing |
| Auto Metal Direct | Distribution and Fulfillment |
| Fox Factory Racing Shox | Headquarters, R&D & Mfg of Suspension Systems |
| JOMCO Realty | Redevelopment |
| Georgia Ports Authority - Inland Terminal | Inland Port Terminal |
| Kittrich Corporation - Avenger Organics | Organic filling operation |




**2018 Year-in-Review, Released 12/29/18**

# Economic Development Year End Summary

*Major capital announcements lead to 80% year-over-year investment growth.*

The Greater Hall Chamber Economic Development Council (EDC) reports 2018 year-end results of 14 new and expanding firms in their plans to add nearly 1,200 new jobs and $310 million in new capital investment to Gainesville-Hall County. The results are an 80% increase in capital investment over the previous year.

“Georgia has earned the #1 ranking for its business environment for an unprecedented

sixth year in a row, and during that time Gainesville-Hall County has been the top job producing Metropolitan Area in the state," said David Lee of Jackson EMC and Chamber Vice Chair of Economic Development. In 2018, Site Selection Magazine named Gainesville-Hall County one of the top Small Metros in the Nation for job creation and investment. Similarly, Forbes Magazine has rated Gainesville-Hall County as one of the "Best Small Places for Business & Careers" for the last six years.

In the most recent 12-month data, the Georgia Department of Labor reports that Gainesville-Hall County added 3,794 jobs from October 2017 to October 2018, a 3.9 % increase for the 12-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. "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."

Some of the jobs and investments announced in 2018 have already taken place, but others, like Fox Factory and Auto Metal Direct (AMD), will add their investment and jobs to the local economy in 2019 and beyond. Both Fox and AMD are constructing new facilities in Hall County, together more than 500,000 square feet, that will serve as the combined operations and headquarters for the businesses. Both firms are using local construction and engineering firms for their new developments, adding to the local economy. Additional business expansions and investments announced in 2018 include VDL (Netherlands), ZF Industries (Germany), KIK (Canada), McCraney Property Group and Pattillo Industrial Real Estate. Since 2013, the Chamber's economic development program has assisted more than 150 new and expanding businesses that have announced 6,350 jobs and $1.3 billion in new capital investment.

The recently announced Northeast Georgia Inland Port Terminal will extend the Port of Savannah's reach into the region with a new location in Gateway Industrial Centre on Highway 365. "Our new Gainesville location is part of our Network Georgia initiative, which provides new and existing port customers with additional logistics options," said GPA Executive Director Griff Lynch. The facility will offer a direct rail connection to the terminal in Savannah. The Georgia Ports Authority will operate the facility in partnership with Norfolk Southern. The facility is expected to lower costs for businesses that are importing components or exporting goods by container. "Besides serving these existing port customers," said Governor Nathan Deal, "it will also act as an economic development tool, drawing new investment from business and industry to Hall and its surrounding counties. "

Governor Deal and the Technical College System of Georgia recently unveiled the new Lanier Technical College Campus on Highway 365. The new campus will open for instruction in January 2019; it represents a $135 million capital investment in new instructional facilities to serve the record-high enrollment of 4,050 students. Lanier Tech plays heavily in developing workplace skills in demand by area businesses and healthcare service providers. Lanier Technical College offers training toward degree and certificate programs and has recently expanded its apprenticeship partnerships in machining and industrial maintenance. Lanier Technical College also maintains a 100% career placement record for its graduates.

Lanier Technical College's move to the new campus is providing room to grow for the University of North Georgia Gainesville Campus. The 1960's era Lanier Tech Campus will be repurposed and integrated into a long-term plan for UNG Gainesville. Those plans will begin to take shape in 2019 and beyond.

With unemployment approaching an historic low for the Gainesville-Hall County Metropolitan Area (2.9% as of November 2018), 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.

The Chamber's Workforce Development Task Force recently reached a new milestone with 40 Work Based Learning high school students working at 17 industries and many healthcare service providers throughout Hall County. Gainesville City Schools, Hall County School, Lanier Tech and many businesses are collaborating to give high school students valuable career experience and the opportunity to develop important work skills. This Spring, the Chamber's Workforce Development Task Force will double the size and impact for the second annual 7th Grade Career Path Fair at UNG Gainesville and Lanier Tech. Twelve hundred 7th grade students will hear from 50 participating businesses about future career opportunities.

Healthcare Services in Gainesville-Hall County enhance quality of life and provide a direct economic impact. The community is a regional center for healthcare services with 373 healthcare service providers employing more than 12,500 and providing nearly $750 million in annual wages in the community. New medical office developments are underway in Gainesville, Oakwood, Flowery Branch and Braselton. Northeast Georgia Medical Center has invested in a new Graduate Medical Education Program set to begin in 2019. The residency program will grow to more than 170 Graduate Medical Residents by 2023, and it is anticipated to have a $66 million economic impact in Hall County.

Some of the greatest employment gains come from Small Businesses. Ninety-nine percent (99%) of the 4,417 business establishments in Hall County are categorized as small, using the SBA's definition of fewer than 500 employees. Approximately 96.6% employ fewer than 50. Participation in the Chamber's monthly Small Business Seminars has grown in 2018. In its second year, 23 small business owners earned the Greater Hall Chamber's "Certified Small Business Partner" designation for attending at least six of the Small Business Seminars, and they will be recognized at a Greater Hall Chamber of Commerce board meeting. Brenau University has recently acquired management of the Business Incubator in the Featherbone Communiversity, and the incubator is growing in new directions for start-up entrepreneurs, Brenau students and the small business community.

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 completion and construction on 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, completion of the new Exit 14 interchange on I-985, continued work on bridge replacements and the much needed widening of Spout Springs Road in South Hall. The Greater Hall Chamber will host its Annual Transportation Forum on March 7 at the University of North Georgia-Gainesville.

2019 will be another big year of tourism events and attractions like the 22nd Annual Petit Le Mans at Road Atlanta, The Atlanta Botanical Gardens Gainesville and Lanier Islands. Recent investments in the Lake Lanier Olympic Park are leading to additional events like the ACA National Championships in August 2019. 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 North Hall County.

*For more information on the Chamber's Economic Development Division, contact Vice President Tim Evans, 770-532-6206 x 107, tim@ghcc.com, or Shelley Davis, Vice President of Existing Industry, 770-532-6206 x 108, sdavis@ghcc.com.*
***GreaterHallChamber.com***

**2019 PROJECTIONS:**

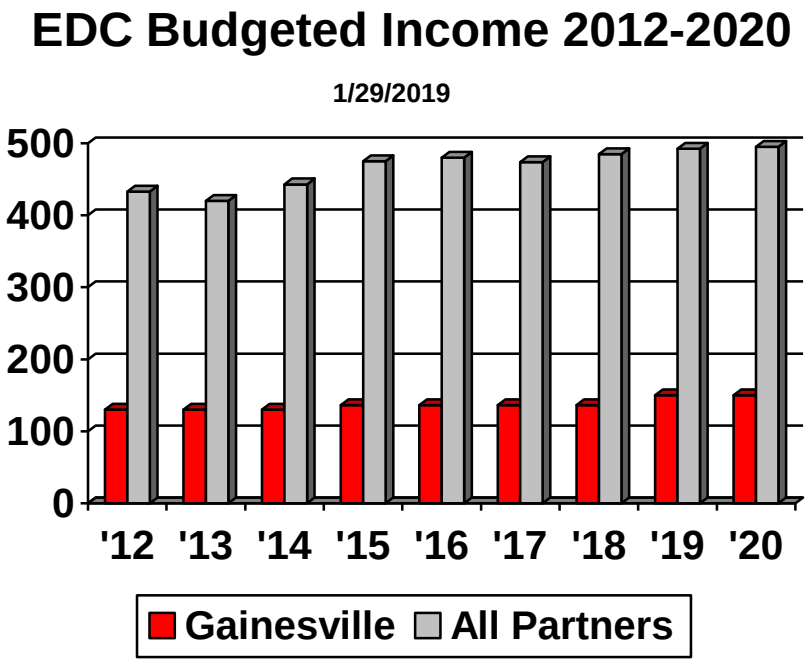
- Hall County's regional role as a center for top rated healthcare services is growing in major centers like Gainesville and Braselton, and neighborhood services in Oakwood, Buford and Flowery Branch.

- Urban redevelopment will continue in Hall County's vibrant city centers in downtown Gainesville, Flowery Branch, Oakwood and Lula. A series of smaller development projects have collectively leveraged into 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 the Auto Metal Direct new developments in Gateway Industrial Centre. The Northeast Georgia Inland Port Terminal, set to open in 2021, will benefit existing industries throughout the region and generate additional economic opportunities for Gainesville-Hall County.

- New private residential development activity is responding to a decreasing supply of good quality available housing stock to meet current demand and a growing population.

- Future economic development growth will be supported by long-term public and private infrastructure investments to expand gas service, water, sewer, electrical distribution and broadband access in Hall County,


EDC Budgeted Income 2012-2020
1/29/2019
500
400
300
200
100
0
'12
'13
'14
'15
'16
'17
'18
'19
'20
Gainesville
All Partners

## Economic Development Council – FY 20 Proposed Budget

| 1/24/19 | | Greater Hall Chamber of Commerce | | |
|---|---|---|---|---|
| | | EDC Proposed Budget | | |
| **PRELIMINARY** | | 2019 - 2020 Budget Year | | |
| | | | | |
| | **2017 - 2018** | | **2018 - 2019** | **Preliminary** |
| **Revenues** | **Actual** | | **Budget** | **2019- 2020 Budget** |
| HALLmark - EDC | $ 150,150 | | $ 150,150 | **$ 150,150** |
| Hall County | $ 150,150 | | $ 150,150 | **$ 150,150** |
| City of Gainesville | $ 150,000 | | $ 150,150 | **$ 150,150** |
| Interest Income - EDC | $ 548 | | $ 120 | **$ 2,100** |
| 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 | $ 41,419 | | $ 37,000 | **$ 39,620** |
| Non Cash Donations | $ 7,199 | | $ - | **$ -** |
| Grant Revenues | $ 3,000 | | $ - | $ - |
| | | | | |
| Total Revenues | $ 544,966 | | $ 530,070 | **$ 534,670** |
| | | | | |
| | **2017 - 2018** | | **2018 - 2019** | **Preliminary** |
| **Operational Expenses** | **Actual** | | **Budget** | **2019- 2020 Budget** |
| Auto & Business Mileage | $ 8,043 | | $ 10,000 | **$ 10,000** |
| Accounting & Prof Fees | $ 4,000 | | $ 4,250 | **$ 4,250** |
| Depreciation | $ - | | $ 1,000 | **$ 1,000** |
| Affiliations | $ 4,976 | | $ 3,300 | **$ 3,300** |
| Seminars/Prof. Development | $ 490 | | $ 1,800 | **$ 1,800** |
| Office Supplies | $ 264 | | $ 1,000 | **$ 1,000** |
| Postage | $ 3,746 | | $ 3,780 | **$ 3,780** |
| Telephone | $ 1,930 | | $ 1,920 | **$ 1,920** |
| Salaries | $ 271,303 | | $ 286,000 | **$ 291,600** |
| Taxes | $ 22,488 | | $ 22,600 | **$ 23,000** |
| Group Insurance | $ 35,938 | | $ 38,000 | **$ 39,900** |
| Retirement Benefits | $ 10,166 | | $ 13,800 | **$ 12,500** |
| Business Development | $ 24,755 | | $ 20,000 | **$ 18,000** |
| Printed Materials | $ 2,103 | | $ 1,800 | **$ 1,800** |
| Computer/Communications | $ 6,772 | | $ 7,500 | **$ 7,500** |
| Administrative Allocation | $ 53,520 | | $ 53,520 | **$ 53,520** |
| Utilities | $ 6,300 | | $ 6,300 | **$ 6,300** |
| Miscellaneous Prog. Expense | $ 23,840 | | $ 14,400 | **$ 14,400** |
| Marketing | $ 33,094 | | $ 34,000 | **$ 34,000** |
| Technology | $ 2,990 | | $ 5,100 | **$ 5,100** |
| Miscellaneous Expense | $ 2,810 | | $ - | **$ -** |
| | | | | |
| Total Expenses | $ 519,527 | | $ 530,070 | **$ 534,670** |
| | | | | |
| **Net Income (Loss)** | $ 25,438 | | $ - | **$ -** |

**Exhibit "A": Gainesville-Hall County, GA Existing Industries:**

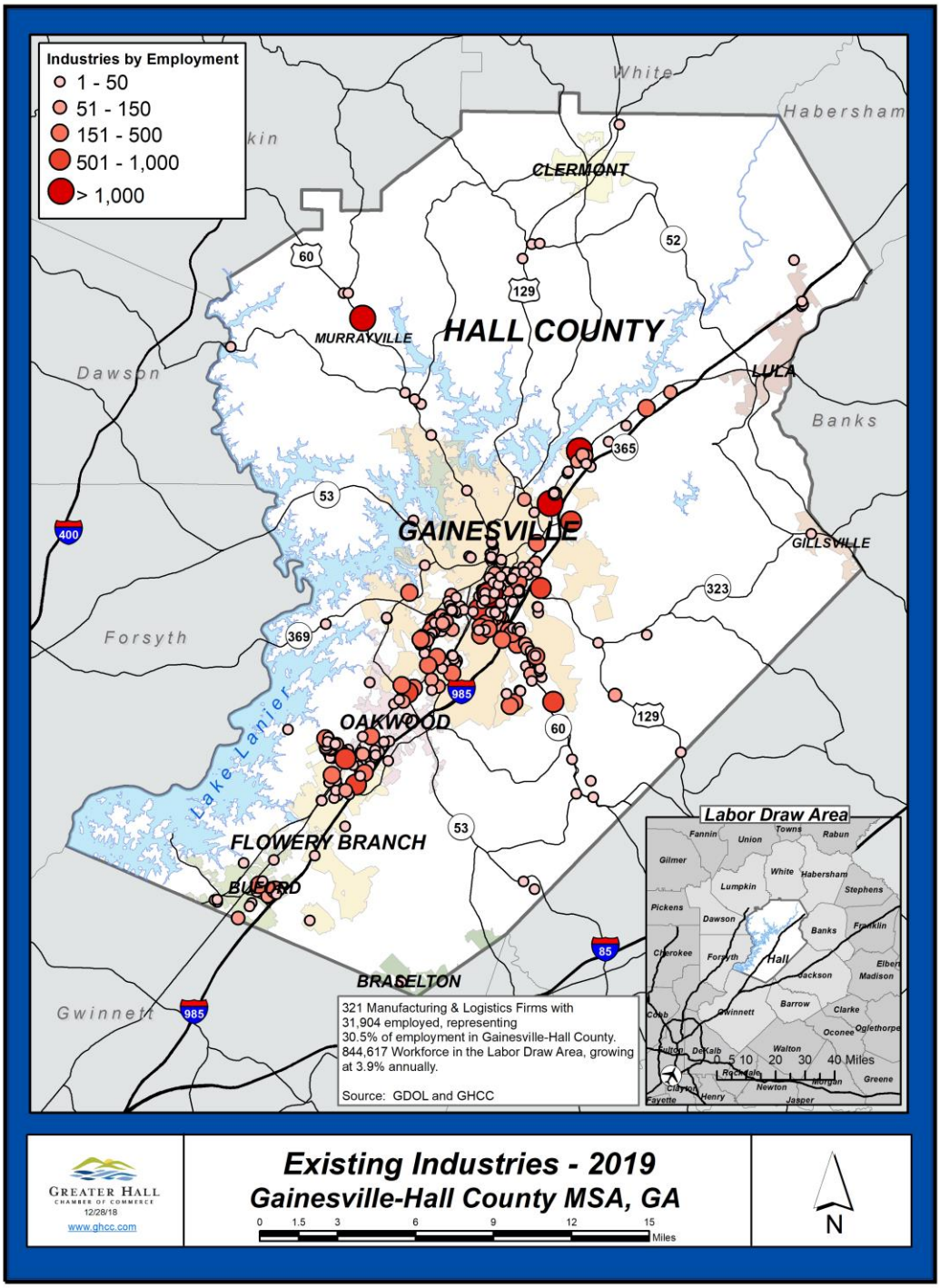


**Exhibit "B": Gainesville-Hall County, Healthcare Service Providers:**

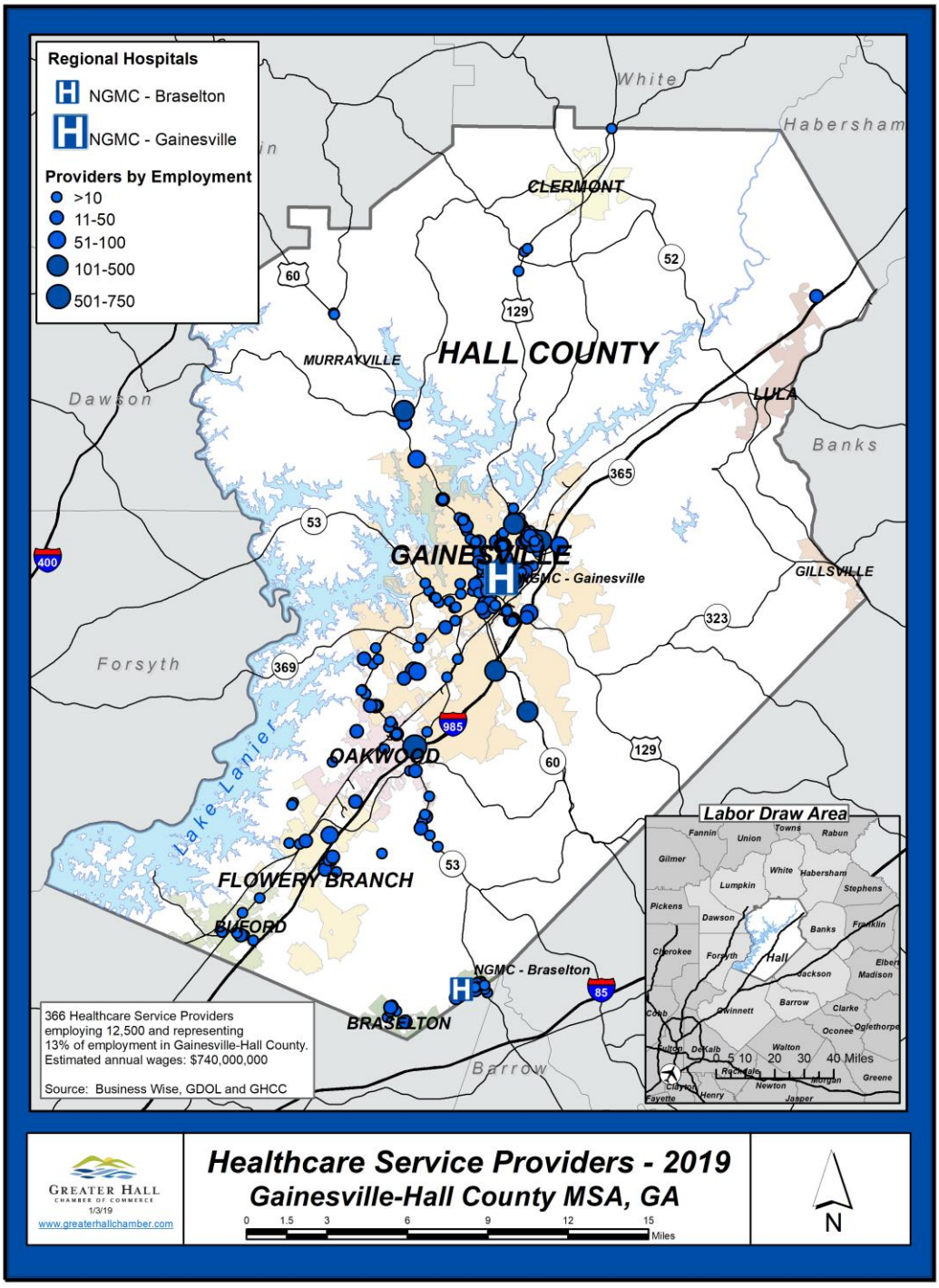


**Exhibit "C": 2018-9 Less Developed Census Tracts:**

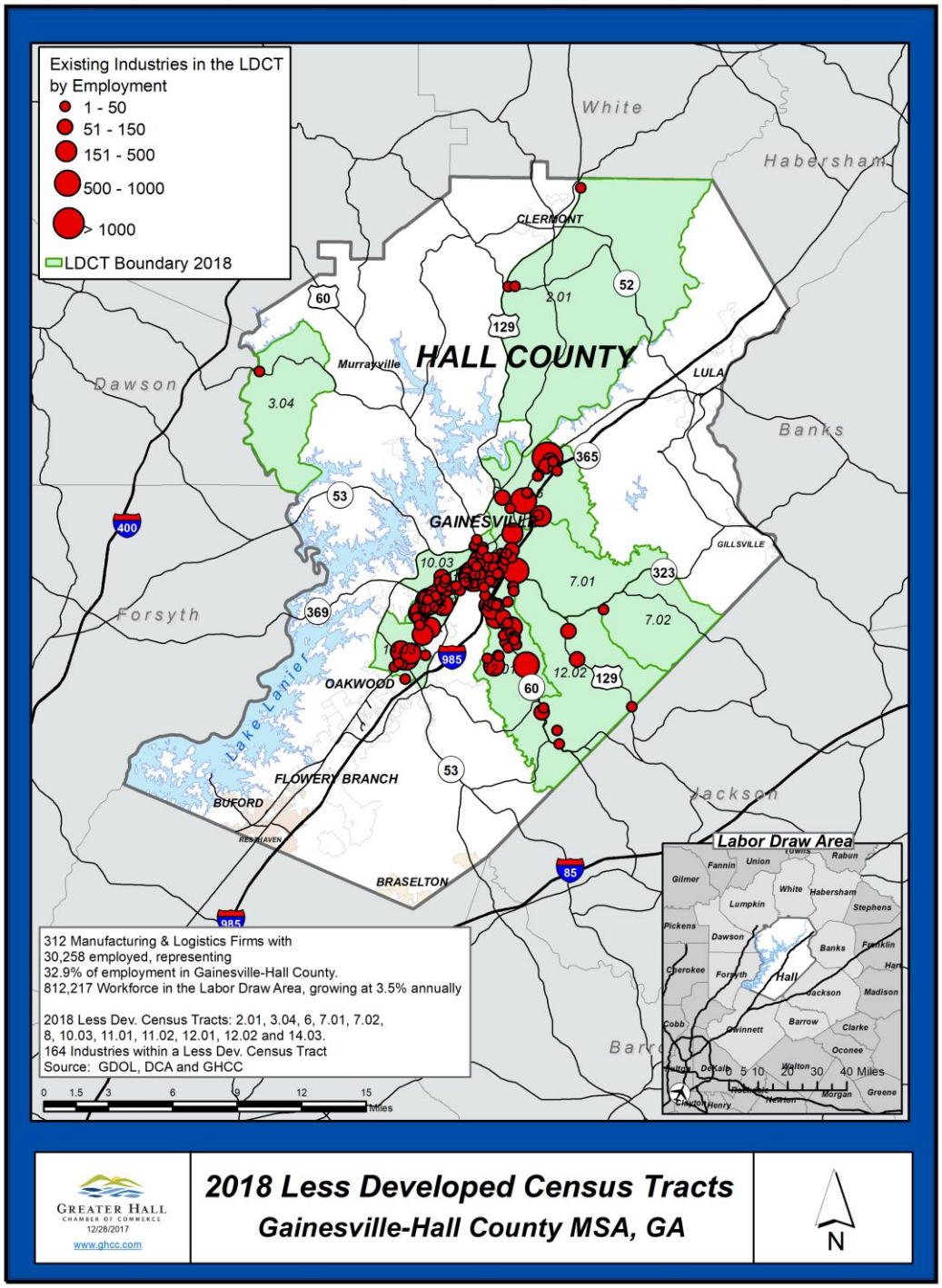
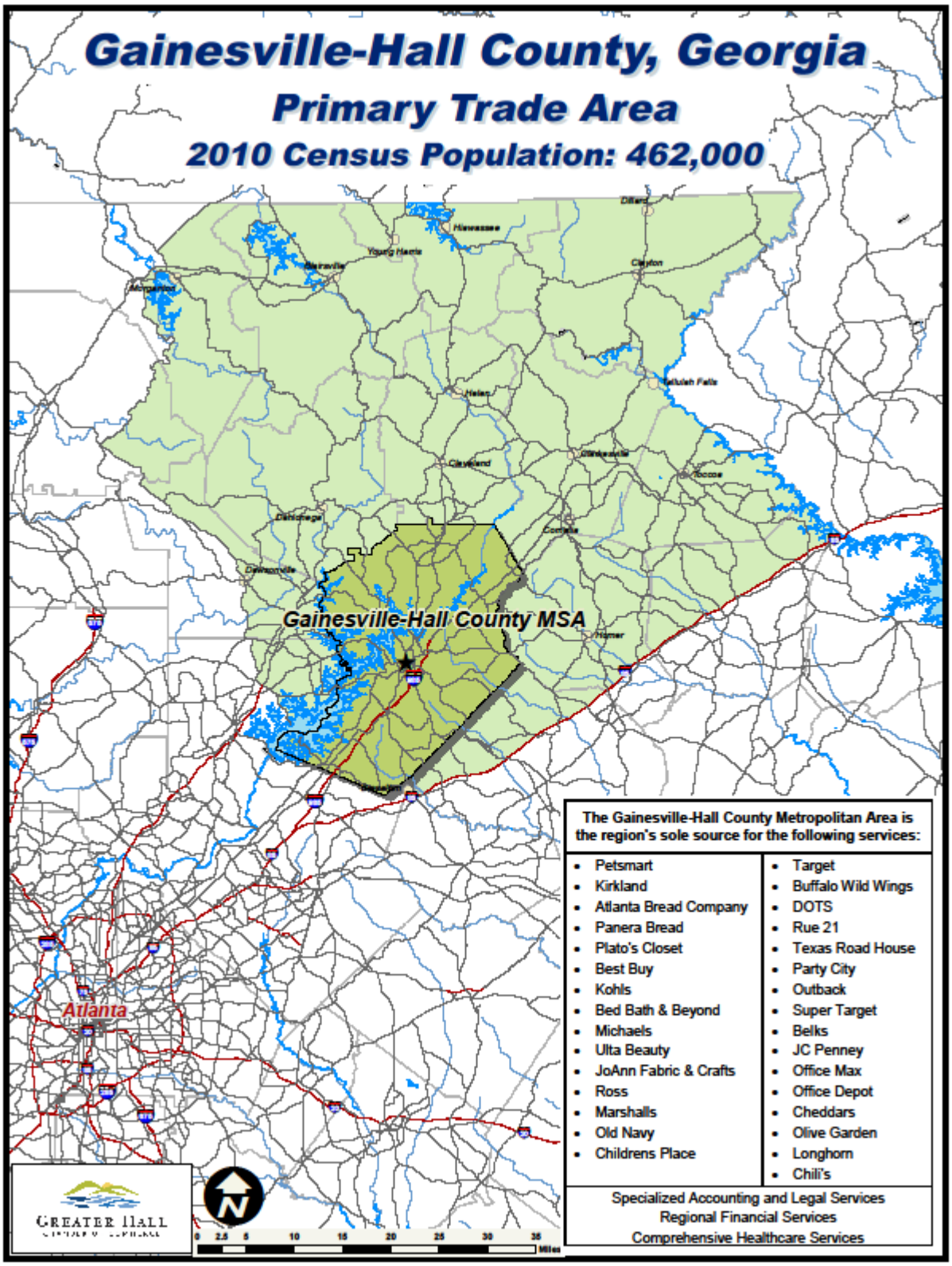


**Exhibit "D": Primary Retail Trade Area for Gainesville-Hall County:**



# EDC Board Members FY 2019

| Term Expiration | First | Last | Company |
|---|---|---|---|
| EDC Chair | David | Lee | Jackson EMC |
| EDC Vice Chair | Dr. Ray | Perren | Lanier Technical College |
| Past Chair | Perry | Barnett | Rushton |
| Treasurer | Glennis | Barnes | Georgia Power Company |
| GHCC Chair | Carol | Burrell | NGHS |
| GHCC Chair-Elect | Brian | Rochester | Rochester & Associates |

| Term Expiration | First | Last | Company |
|---|---|---|---|
| Fixed | Bill | Andrew | City of Flowery Branch, City Manager |
| Fixed | Benny | Bagwell | Investment Assistance |
| Fixed | Dennis | Bergin | City of Lula, City Manager |
| Fixed | Stan | Brown | City of Oakwood, City Manager |
| Fixed | Paul | Chambers | AT&T |
| Fixed | Jock | Connell | Hall County Administrator |
| Fixed | Danny | Dunagan | City of Gainesville, Mayor |
| Fixed | Kit | Dunlap | Greater Hall Chamber of Commerce |
| Fixed | Heather | Feldman | Georgia Mountains Regional Center |
| Fixed | Lance | Gardner | Georgia Power |
| 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 | Sheri | Millwood | Cit of Oakwood |
| 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 | Floyd | Baldwin | Industrial Properties Group |
| 6/30/2019 | Chris | Braswell | The Norton Agency |
| 6/30/2019 | Doug | Carter | Don Carter Realty Company |
| 6/30/2019 | Brian | Daniel | Carroll Daniel Construction Co. |
| 6/30/2019 | Joe | Leonardo | King's Hawaiian |
| 6/30/2019 | Tate | O'Rouke | Jackson EMC |
| 6/30/2019 | Greg | Vitek | Workforce Development Task Force Chair |
| 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 |
| 6/30/2020 | William | Bagwell | Homestead Investments |
| 6/30/2020 | Dr. Suzanne | Erickson | Brenau Business School |
| 6/30/2020 | Jimbo | Floyd | Turner, Wood & Smith |
| 6/30/2020 | Bill | Hall | Murray Plastics |
| 6/30/2020 | Brent | Hoffman | Berkshire Hathaway |
| 6/30/2020 | Brandon | Loftus | ZF Industries, Inc. |
| 6/30/2020 | David | Lloyd | Liberty Utilities |
| 6/30/2020 | Dr. Richard | Oates | University of North Georgia |
| 6/30/2020 | Alton | Rutledge | Coca Cola Bottling Co. United |
| 6/30/2020 | Frank | Simpson | The Simpson Company |
| 6/30/2020 | Phil | Sutton | Kubota Manufacturing Company |
| 6/30/2020 | Tread | Syfan | GHCDA |
| 6/30/2020 | Alex | Wayne | Radial Property Group |

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

**Financial Statements**
**With Independent Auditor's Report**

For the Years Ended June 30, 2018 and 2017

**GREATER HALL CHAMBER OF COMMERCE, INC.**
**Financial Report**
**For the Years Ended June 30, 2018 and 2017**

Table of Contents


| | Page Number |
|---|---|
| Independent Auditors' Report | 1 |
| **Financial Statements:** | |
| Consolidated Statements of Financial Position | 2 |
| Consolidated Statement of Activities – 2018 | 3 |
| Consolidated Statement of Activities – 2017 | 4 |
| Consolidated Statement of Functional Expenses – 2018 | 5 – 6 |
| Consolidated Statement of Functional Expenses – 2017 | 7 – 8 |
| Consolidated Statements of Cash Flows | 9 |
| Notes to the Financial Statements | 10 – 18 |
| **Additional Information:** | |
| Independent Auditors' Report on Additional Information | 19 |
| Departmental Statement of Assets, Liabilities & Net Assets – 2018 | 20 |
| Departmental Statement of Revenues and Expenses – 2018 | 21 |
| Departmental Statement of Assets, Liabilities & Net Assets – 2017 | 22 |
| Departmental Statement of Revenues and Expenses – 2017 | 23 |

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## 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, 2018 and 2017, and the related consolidated statements of activities, functional expenses and cash flows 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, 2018 and 2017, 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 9, 2018

**GREATER HALL CHAMBER OF COMMERCE, INC.**
**Consolidated Statements of Financial Position**
**June 30, 2018 and 2017**

## ASSETS

| | 2018 | 2017 |
|---|---|---|
| **Current Assets** | | |
| Cash and cash equivalents | $ 2,812,848 | $ 2,555,099 |
| Current portion of pledges receivable, net | 363,945 | 447,966 |
| Other receivables | 38,947 | 5,951 |
| Prepaid expenses | 21,357 | 19,942 |
| Total Current Assets | 3,237,097 | 3,028,958 |
| **Noncurrent Assets** | | |
| Long-term portion of pledges receivable | 214,442 | 575,781 |
| Property and equipment, net | 1,737,437 | 1,795,183 |
| Total Noncurrent Assets | 1,951,879 | 2,370,964 |
| **TOTAL ASSETS** | $ 5,188,976 | $ 5,399,922 |

## LIABILITIES AND NET ASSETS

| | | |
|---|---|---|
| **Current Liabilities** | | |
| Accounts payable | $ 9,365 | $ 4,191 |
| Current portion of capital lease payable | 2,344 | 2,991 |
| Security deposit held | 2,200 | 2,200 |
| Accrued expenses | 81,938 | 141,640 |
| Deferred revenue | 263,044 | 257,332 |
| Total Current Liabilities | 358,891 | 408,354 |
| **Noncurrent Liabilities** | | |
| Deferred compensation | 32,049 | - |
| Long-term portion of capital lease payable | - | 2,344 |
| Total Noncurrent Liabiliites | 32,049 | 2,344 |
| Total Liabilities | 390,940 | 410,698 |
| Net Assets | | |
| Unrestricted | | |
| Undesignated | 3,799,563 | 3,545,391 |
| Board designated | 420,086 | 420,086 |
| Total Unrestricted | 4,219,649 | 3,965,477 |
| Temporarily Restricted | 578,387 | 1,023,747 |
| Permanently Restricted | - | - |
| Total Net Assets | 4,798,036 | 4,989,224 |
| **TOTAL LIABILITIES & NET ASSETS** | $ 5,188,976 | $ 5,399,922 |

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, 2018**
**(With Comparative Totals For the Year Ended June 30, 2017)**

| | Unrestricted | Temporarily Restricted | Total | 2017 |
|---|---|---|---|---|
| **Revenues, Gains & Support:** | | | | |
| Contributions | $ - | $ 85,257 | $ 85,257 | $ 68,230 |
| Contributions - in-kind | 133,218 | - | 133,218 | 105,207 |
| Membership dues | 482,815 | - | 482,815 | 465,286 |
| Government contracts | 342,650 | - | 342,650 | 315,500 |
| Program revenue | 231,974 | - | 231,974 | 187,801 |
| Rental income | 26,400 | - | 26,400 | 15,000 |
| Special events | 173,895 | - | 173,895 | 179,660 |
| Mngmt/Accounting services revenue | 9,000 | - | 9,000 | 9,000 |
| Sales and commissions | 23,234 | - | 23,234 | 29,484 |
| Miscellaneous income | 5,455 | - | 5,455 | 4,328 |
| Interest income | 5,204 | - | 5,204 | 2,337 |
| Net assets released from restrictions: | | | | |
| HALLmark Initiative | 530,617 | (530,617) | - | - |
| **Total Revenue, Gains & Support** | 1,964,462 | (445,360) | 1,519,102 | 1,381,833 |
| **Expenses:** | | | | |
| Cost of direct benefit to donors | 51,800 | - | 51,800 | 52,927 |
| **Program Services** | | | | |
| General Chamber Activities | 697,611 | - | 697,611 | 664,281 |
| Economic Development | 676,476 | - | 676,476 | 610,816 |
| Total Program Services | 1,374,087 | - | 1,374,087 | 1,275,097 |
| **Supporting Services** | | | | |
| Management and general | 187,036 | - | 187,036 | 177,378 |
| Membership development | 48,059 | - | 48,059 | 50,893 |
| Fundraising | 49,308 | - | 49,308 | 48,096 |
| Total Supporting Services | 284,403 | - | 284,403 | 276,367 |
| **Total Expenses** | 1,710,290 | - | 1,710,290 | 1,604,391 |
| **Increase(Decrease) in Net Assets** | 254,172 | (445,360) | (191,188) | (222,558) |
| **Net Assets, Beginning of Year** | 3,965,477 | 1,023,747 | 4,989,224 | 5,211,782 |
| **Net Assets, End of Year** | $ 4,219,649 | $ 578,387 | $ 4,798,036 | $ 4,989,224 |

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**

| | Unrestricted | Temporarily Restricted | Total |
|---|---|---|---|
| **Revenues, Gains & Support:** | | | |
| Contributions | $ - | $ 68,230 | $ 68,230 |
| Contributions - in-kind | 105,207 | - | 105,207 |
| Membership dues | 465,286 | - | 465,286 |
| Government contracts | 315,500 | - | 315,500 |
| Program revenue | 187,801 | - | 187,801 |
| Rental income | 15,000 | - | 15,000 |
| Special events | 179,660 | - | 179,660 |
| Mngmt/Accounting services revenue | 9,000 | - | 9,000 |
| Sales and commissions | 29,484 | - | 29,484 |
| Miscellaneous income | 4,328 | - | 4,328 |
| Interest income | 2,337 | - | 2,337 |
| Net assets released from restrictions: | | | |
| HALLmark Initiative | 284,901 | (284,901) | - |
| **Total Revenue, Gains & Support** | 1,598,504 | (216,671) | 1,381,833 |
| **Expenses:** | | | |
| Cost of direct benefit to donors | 52,927 | - | 52,927 |
| **Program Services** | | | |
| General Chamber Activities | 664,281 | - | 664,281 |
| Economic Development | 610,816 | - | 610,816 |
| Total Program Services | 1,275,097 | - | 1,275,097 |
| **Supporting Services** | | | |
| Management and general | 177,378 | - | 177,378 |
| Membership development | 50,893 | - | 50,893 |
| Fundraising | 48,096 | - | 48,096 |
| Total Supporting Services | 276,367 | - | 276,367 |
| **Total Expenses** | 1,604,391 | - | 1,604,391 |
| **Increase(Decrease) in Net Assets** | (5,887) | (216,671) | (222,558) |
| **Net Assets, Beginning of Year** | 3,971,364 | 1,240,418 | 5,211,782 |
| **Net Assets, End of Year** | $ 3,965,477 | $ 1,023,747 | $ 4,989,224 |

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, 2018 (with Comparative Totals for 2017)**

| | Program Services | | | Supporting Services | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | General Chamber | Economic Development | Total Programs | Management and General | Membership Development | Fundraising | Total Supporting | Grand Totals | 2017 Grand Totals |
| **Compensation and related expenses:** | | | | | | | | | |
| Salaries and wages | $ 320,439 | $ 407,562 | $ 728,001 | $ 68,059 | $ 22,447 | $ 8,972 | $ 99,478 | $ 827,479 | $ 773,546 |
| Group insurance | 26,128 | 33,232 | 59,360 | 5,549 | 1,830 | 732 | 8,111 | 67,471 | 54,677 |
| Payroll taxes | 23,134 | 29,424 | 52,558 | 4,913 | 1,621 | 648 | 7,182 | 59,740 | 55,943 |
| Pension plan | 9,669 | 12,297 | 21,966 | 2,054 | 677 | 271 | 3,002 | 24,968 | 23,922 |
| Total compensation and related expenses | 379,370 | 482,515 | 861,885 | 80,575 | 26,575 | 10,623 | 117,773 | 979,658 | 908,088 |
| **Member programs:** | | | | | | | | | |
| Ambassadors | 1,687 | - | 1,687 | - | - | - | - | 1,687 | 1,901 |
| Business After Hours | 2,683 | - | 2,683 | - | - | - | - | 2,683 | 2,800 |
| Business Trade Shows | 7,990 | - | 7,990 | - | - | - | - | 7,990 | 9,521 |
| Drugs Don't Work | 1,238 | - | 1,238 | - | - | - | - | 1,238 | 1,009 |
| Eggs and Issues | 8,087 | - | 8,087 | - | - | - | - | 8,087 | 8,216 |
| Human Resource Council | 8,057 | - | 8,057 | - | - | - | - | 8,057 | 6,587 |
| Job Fair | 7,274 | - | 7,274 | - | - | - | - | 7,274 | 6,489 |
| Leadership Hall | 33,102 | - | 33,102 | - | - | - | - | 33,102 | 25,196 |
| Public Art | 14,705 | - | 14,705 | - | - | - | - | 14,705 | - |
| South Hall Business Coalition | 1,804 | - | 1,804 | - | - | - | - | 1,804 | 1,482 |
| Vision 2030 | 8,082 | - | 8,082 | - | - | - | - | 8,082 | 6,455 |
| Other | 15,994 | 25,271 | 41,265 | - | - | - | - | 41,265 | 25,004 |
| Total member programs | 110,703 | 25,271 | 135,974 | - | - | - | - | 135,974 | 94,660 |
| **Operating expenses:** | | | | | | | | | |
| Accounting and professional fees | - | - | - | 12,235 | - | - | 12,235 | 12,235 | 18,285 |
| Advertising, marketing and promotion | 12,896 | 33,094 | 45,990 | 104 | 12,896 | 683 | 13,683 | 59,673 | 39,765 |
| Bank charges | - | - | - | 10,956 | - | - | 10,956 | 10,956 | 7,799 |
| Board of directors expenses | - | - | - | 15,453 | - | - | 15,453 | 15,453 | 15,873 |
| Business development | - | 24,755 | 24,755 | - | - | - | - | 24,755 | 15,632 |
| Contract services | - | - | - | 2,200 | 1,000 | - | 3,200 | 3,200 | 57,140 |
| Depreciation | 24,573 | 31,254 | 55,827 | 5,219 | 1,721 | 688 | 7,628 | 63,455 | 59,545 |
| Dues, subscriptions, and affiliations | 5,505 | 4,976 | 10,481 | 1,250 | - | - | 1,250 | 11,731 | 11,584 |
| Insurance | - | - | - | 12,000 | - | - | 12,000 | 12,000 | 13,001 |
| Interest expense | - | - | - | 199 | - | - | 199 | 199 | 344 |
| Miscellaneous | 3,821 | - | 3,821 | 2,893 | 1,902 | - | 4,795 | 8,616 | 8,578 |
| Office expenses | 4,405 | 5,602 | 10,007 | 936 | 308 | 123 | 1,367 | 11,374 | 12,024 |
| Postage and mailing | 6,594 | 8,387 | 14,981 | 1,401 | 462 | 185 | 2,048 | 17,029 | 15,764 |

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, 2018 (with Comparative Totals for 2017)

| | Program Services | | | Supporting Services | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | General Chamber | Economic Development | Total Programs | Management and General | Membership Development | Fundraising | Total Supporting | Grand Totals | 2017 Grand Totals |
| Printing | 104,119 | 2,103 | 106,222 | - | - | 739 | 739 | 106,961 | 80,886 |
| Professional development | - | 490 | 490 | - | - | - | - | 490 | 2,920 |
| Rental and storage | - | - | - | 1,500 | - | - | 1,500 | 1,500 | 1,500 |
| Repairs and maintenance | 15,978 | 20,322 | 36,300 | 3,394 | 1,119 | 447 | 4,960 | 41,260 | 51,382 |
| Special events | - | - | - | - | - | 34,990 | 34,990 | 34,990 | 36,576 |
| Taxes and licenses | - | - | - | 30,425 | - | - | 30,425 | 30,425 | 23,713 |
| Telephone | 3,246 | 4,128 | 7,374 | 689 | 227 | 91 | 1,007 | 8,381 | 9,508 |
| Travel | 8,006 | 10,183 | 18,189 | 1,700 | 561 | 224 | 2,485 | 20,674 | 19,468 |
| Utilities | 7,372 | 9,376 | 16,748 | 1,566 | 516 | 206 | 2,288 | 19,036 | 19,516 |
| Website and internet | 11,023 | 14,020 | 25,043 | 2,341 | 772 | 309 | 3,422 | 28,465 | 27,913 |
| Total operating expenses | 207,538 | 168,690 | 376,228 | 106,461 | 21,484 | 38,685 | 166,630 | 542,858 | 548,716 |
| **Total expenses** | $ 697,611 | $ 676,476 | $ 1,374,087 | $ 187,036 | $ 48,059 | $ 49,308 | $ 284,403 | $ 1,658,490 | $ 1,551,464 |

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**

| | 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 | $ 302,790 | $ 372,194 | $ 674,984 | $ 64,146 | $ 26,421 | $ 7,995 | $ 98,562 | $ 773,546 |
| Group insurance | 21,402 | 26,308 | 47,710 | 4,534 | 1,868 | 565 | 6,967 | 54,677 |
| Payroll taxes | 21,898 | 26,917 | 48,815 | 4,639 | 1,911 | 578 | 7,128 | 55,943 |
| Pension plan | 9,364 | 11,510 | 20,874 | 1,984 | 817 | 247 | 3,048 | 23,922 |
| Total compensation and related expenses | 355,454 | 436,929 | 792,383 | 75,303 | 31,017 | 9,385 | 115,705 | 908,088 |
| **Member programs:** | | | | | | | | |
| Leadership Hall | 25,196 | - | 25,196 | - | - | - | - | 25,196 |
| Job Fair | 6,489 | - | 6,489 | - | - | - | - | 6,489 |
| Ambassadors | 1,901 | - | 1,901 | - | - | - | - | 1,901 |
| Drugs Don't Work | 1,009 | - | 1,009 | - | - | - | - | 1,009 |
| Business After Hours | 2,800 | - | 2,800 | - | - | - | - | 2,800 |
| South Hall Business Coalition | 1,482 | - | 1,482 | - | - | - | - | 1,482 |
| Business Trade Shows | 9,521 | - | 9,521 | - | - | - | - | 9,521 |
| Human Resource Council | 6,587 | - | 6,587 | - | - | - | - | 6,587 |
| Vision 2030 | 6,455 | - | 6,455 | - | - | - | - | 6,455 |
| Other | 20,018 | 13,202 | 33,220 | - | - | - | - | 33,220 |
| Total member programs | 81,458 | 13,202 | 94,660 | - | - | - | - | 94,660 |
| **Operating expenses:** | | | | | | | | |
| Accounting and professional fees | - | - | - | 18,285 | - | - | 18,285 | 18,285 |
| Advertising, marketing and promotion | 10,779 | 28,986 | 39,765 | - | - | - | - | 39,765 |
| Bank charges | - | - | - | 7,799 | - | - | 7,799 | 7,799 |
| Board of directors expenses | - | - | - | 15,873 | - | - | 15,873 | 15,873 |
| Business development | 1,271 | 14,361 | 15,632 | - | - | - | - | 15,632 |
| Contract services | 48,125 | - | 48,125 | - | 9,015 | - | 9,015 | 57,140 |
| Depreciation | 23,308 | 28,650 | 51,958 | 4,938 | 2,034 | 615 | 7,587 | 59,545 |
| Dues, subscriptions, and affiliations | 6,363 | 5,221 | 11,584 | - | - | - | - | 11,584 |
| Insurance | - | - | - | 13,001 | - | - | 13,001 | 13,001 |
| Interest expense | 344 | - | 344 | - | - | - | - | 344 |
| Miscellaneous | - | - | - | 4,773 | 3,805 | - | 8,578 | 8,578 |
| Office expenses | 4,707 | 5,785 | 10,492 | 997 | 411 | 124 | 1,532 | 12,024 |

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**

| | Program Services | | | Supporting Services | | | | |
|---|---|---|---|---|---|---|---|---|
| | General Chamber | Economic Development | Total Programs | Management and General | Membership Development | Fundraising | Total Supporting | Grand Totals |
| Postage | 6,171 | 7,585 | 13,756 | 1,307 | 538 | 163 | 2,008 | 15,764 |
| Printing | 79,622 | 1,264 | 80,886 | - | - | - | - | 80,886 |
| Professional development | - | 2,920 | 2,920 | - | - | - | - | 2,920 |
| Rental and storage | - | - | - | 1,500 | - | - | 1,500 | 1,500 |
| Repairs and maintenance | 20,112 | 24,723 | 44,835 | 4,261 | 1,755 | 531 | 6,547 | 51,382 |
| Special events | - | - | - | - | - | 36,576 | 36,576 | 36,576 |
| Taxes and licenses | - | - | - | 23,713 | - | - | 23,713 | 23,713 |
| Telephone | 3,722 | 4,575 | 8,297 | 788 | 325 | 98 | 1,211 | 9,508 |
| Travel | 4,280 | 13,795 | 18,075 | 907 | 373 | 113 | 1,393 | 19,468 |
| Utilities | 7,639 | 9,390 | 17,029 | 1,618 | 667 | 202 | 2,487 | 19,516 |
| Website and internet | 10,926 | 13,430 | 24,356 | 2,315 | 953 | 289 | 3,557 | 27,913 |
| Total operating expenses | 227,369 | 160,685 | 388,054 | 102,075 | 19,876 | 38,711 | 160,662 | 548,716 |
| **Total expenses** | $ 664,281 | $ 610,816 | $ 1,275,097 | $ 177,378 | $ 50,893 | $ 48,096 | $ 276,367 | $ 1,551,464 |



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, 2018 and 2017**

| | 2018 | 2017 |
|---|---|---|
| **CASH FLOWS FROM OPERATING ACTIVITIES** | | |
| Increase (decrease) in net assets | $ (191,188) | $ (222,558) |
| Adjustments to reconcile increase in net assets to net cash provided by operating activities | | |
| Depreciation | 63,455 | 59,545 |
| (Increase) decrease in operating assets | | |
| Pledges receivable | 445,360 | 216,671 |
| Other receivables | (32,996) | 64,954 |
| Prepaid expenses | (1,415) | 1,775 |
| Increase (decrease) in operating liabilities | | |
| Accounts payable | 5,174 | (7,180) |
| Accrued expenses | (59,702) | 5,171 |
| Deferred revenue | 5,712 | 9,369 |
| Deferred compensation | 32,049 | - |
| Security deposits | - | 700 |
| **NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES** | 266,449 | 128,447 |
| **CASH FLOWS FROM INVESTING ACTIVITIES** | | |
| Repairs/landscaping for drainage work | - | (2,180) |
| Purchase of furniture and equipment | (5,709) | (17,127) |
| Installation of website | - | (23,700) |
| **NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES** | (5,709) | (43,007) |
| **CASH FLOWS FROM FINANCING ACTIVITIES** | | |
| Principal payments towards capital lease | (2,991) | (2,845) |
| **NET CASH PROVIDED (USED) BY FINANCING ACTIVITIES** | (2,991) | (2,845) |
| Increase (decrease) in cash and cash equivalents | 257,749 | 82,595 |
| **CASH & CASH EQUIVALENTS, BEGINNING OF YEAR** | 2,555,099 | 2,472,504 |
| **CASH & CASH EQUIVALENTS, END OF YEAR** | $ 2,812,848 | $ 2,555,099 |
| **Supplemental Information:** | | |
| ***Cash paid for:*** | | |
| Interest | $ 199 | $ 344 |
| Income taxes | $ 11,256 | $ 4,684 |

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" or "the Organization") 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/Initiatives
- Leadership Hall/Youth Leadership/Senior Leadership (The Wisdom Project)
- Partners in Education
- Business After Hours/Business Before Hours
- South Hall Business Coalition
- Job Fairs
- Workshops, Trade Shows
- Leads Group Meetings
- Visitors Center
- Agribusiness Committee & Events
- Workforce Development Task Force
- Healthcare Committee
- Ambassador Council
- Small Business Seminars
- HallMark 2015-2020
- Annual Membership Events: Chamber Chase 5K, Hacker's Golf Tournament, Meeting Annual Meeting & GALA
- Beautification Committee
- Issues Committee
- Annual Eggs & Issues Legislative Breakfast
- Annual State Legislative Event
- Washington D.C. Fly-in
- Political Forums
- Healthcare Forums/Events
- Healthy Hall Awards
- 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 Seminars
- Drugs Don't Work

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

Economic Development

The Economic Development Council's mission is to create jobs by bringing in 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)
- Visits to existing industry locally & globally
- 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, 2018 and 2017:

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

**Donated Goods and Services (Continued)**

| | 2018 | 2017 |
|---|---|---|
| Advertising, Marketing & Promotional | $ 7,199 | $ 8,272 |
| Cleaning/Lawn Care | 5,774 | 5,774 |
| Event Expenses | 18,043 | 13,615 |
| Printing & Publications | 102,202 | 77,546 |
| Total Noncash Donation Revenue | $ 133,218 | $ 105,207 |

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 9, 2018, 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, 2018 and 2017 consisted of the following:

| | 2018 | 2017 |
|---|---|---|
| Gross outstanding promises to give | $ 664,956 | $ 1,138,531 |
| Less allowance for estimated uncollectible promises | (83,353) | (102,353) |
| Total unconditional promises to give, less allowance | 581,603 | 1,036,178 |
| Less unamortized discount on unconditional promises to give due in more than one year | (3,216) | (12,431) |
| Net unconditional promises to give | $ 578,387 | $ 1,023,747 |
| Amounts due in: | | |
| Less than one year | $ 363,945 | $ 447,966 |
| One to five years | 214,442 | 575,781 |
| | $ 578,387 | $ 1,023,747 |

During the year ended June 30, 2018, uncollectible promises to give of $19,000 were written off against the allowance.

## NOTE 3 – PREPAID EXPENSES

Prepaid expenses consist of the following at June 30, 2018 and 2017:

| | 2018 | 2017 |
|---|---|---|
| Prepaid insurance | $ 15,614 | $ 15,214 |
| Other prepaid expenses | 5,743 | 4,728 |
| | $ 21,357 | $ 19,942 |

## NOTE 4 – PROPERTY AND EQUIPMENT

| | Balance 6/30/17 | Acquisitions | Disposals | Balance 6/30/18 |
|---|---|---|---|---|
| Land & improvements | $ 448,158 | -- | -- | $ 448,158 |
| Buildings & improvements | 1,698,292 | -- | -- | 1,698,292 |
| Real estate held for lease | 215,700 | 5,709 | -- | 221,409 |
| Phone system under capital lease | 11,494 | -- | -- | 11,494 |
| Furniture & equipment | 214,724 | -- | -- | 214,724 |
| Website | 23,700 | -- | -- | 23,700 |
| Total Property & Equipment at Cost | 2,612,068 | 5,709 | -- | 2,617,777 |
| Accumulated Depreciation | (816,885) | (63,455) | -- | (880,340) |
| Net Property and Equipment | $ 1,795,183 | (57,746) | -- | 1,737,437 |

## NOTE 4 – PROPERTY AND EQUIPMENT (Continued)

| | 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 |

For the years ended June 30, 2018 and 2017, depreciation expense was $63,455 and $59,545, respectively.

## NOTE 5 – ACCRUED EXPENSES

Accrued expenses consist of the following at June 30, 2018 and 2017:

| | 2018 | 2017 |
|---|---|---|
| Accrued salaries & employee incentives | $ 35,752 | $ 36,250 |
| Accrued vacation | 36,952 | 95,951 |
| Accrued real estate taxes | 9,234 | 9,439 |
| | $ 81,938 | $ 141,640 |

## NOTE 6 – DEFERRED COMPENSATION

During the year ended June 30, 2018, the Chamber changed their personnel policy to cap the number of vacation days for which an employee may be compensated at termination at 15 days. Some employees had accrued well in excess of 15 days at the time the policy was changed and were paid out for those vacation hours during the year. One employee's unused vacation time amounted to $53,415 in total. $10,683 of this amount was paid out during the year ended June 30, 2018 with the remaining $42,732 to be paid out over the next four years. The current portion ($10,683) is included in accrued vacation.

## NOTE 7 – DEFERRED REVENUE

Deferred revenue consists of the following items at June 30, 2018 and 2017.

| | 2018 | 2017 |
|---|---|---|
| Membership benefits extended beyond year-end | $ 220,819 | $ 217,957 |
| Leadership Hall County | 31,850 | 28,800 |
| Youth Leadership Hall County | 5,475 | 5,325 |
| Other | 4,900 | 5,250 |
| Total | $ 263,044 | $ 257,332 |

## NOTE 8 – 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 9 – 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, 2018 and 2017. Employer contributions for the years ended June 30, 2018 and 2017 were $24,968 and $23,922, respectively.

## NOTE 10 – 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, 2018 and 2017 was $2,812,848 and $2,555,099, respectively, and the bank and brokerage balances were $2,821,834 and $2,579,815 respectively. Of the bank balances at June 30, 2018 and 2017, $1,704,191 and $1,867,477, respectively, was covered by federal depository insurance leaving $1,117,643 and $712,338, 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 $342,650 during the year ended June 30, 2018 (from four different government agencies) and $315,500 during the year ended June 30, 2017. This equates to over 23% of total support and revenue for the year ended June 30, 2018, and 23% for the year ended June 30, 2017. In addition, substantially all of the Chamber's members and supporters are individuals and businesses located in Hall County, Georgia.

## NOTE 11 – 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 12 – TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consist of monies received but not yet spent for their designated purposes. At June 30, 2018 and 2017, temporarily restricted net assets represent promises to give from the HALLmark campaigns that have not been collected (timing restrictions).

## NOTE 13 – BOARD DESIGNATED NET ASSETS

Unrestricted net assets may be designated by the Board of Directors for specific purposes. At June 30, 2018 and 2017, 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 14 – 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, 2018, 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 2013.

## NOTE 15 – 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, 2018 and 2017:

| | | 2018 | | 2017 |
|---|---|---|---|---|
| Cash and cash equivalents | $ | 474,413 | $ | 457,206 |
| Land | | 140,000 | | 140,000 |
| Total Assets | | 614,413 | | 597,206 |
| | | | | |
| Due to the Chamber | | 399,659 | | 383,159 |
| Total Liabilities | | 399,659 | | 383,159 |
| | | | | |
| Net Assets | $ | 214,754 | $ | 214,047 |
| | | | | |
| Donations/Grants | $ | 16,500 | $ | 33,000 |
| Interest Income | | 857 | | 215 |
| Donations/Grants to Chamber | | (16,500) | | (33,000) |
| Expenses | | (150) | | (625) |
| Total Change in Net Assets | $ | 707 | $ | (410) |

## NOTE 16 - 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 the first year, $2,266 the second year, and $2,334 the last year. The lease expires on May 31, 2021. Expected rental income per year is as follows:

| Year ending June 30, | | |
|---|---|---|
| 2019 | $ | 26,466 |
| 2020 | | 27,260 |
| 2021 | | 9,336 |
| Total Expected Rental Income | $ | 63,062 |

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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, 2018 and 2017 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
Gainesville, Georgia
October 9, 2018

**GREATER HALL CHAMBER OF COMMERCE**
**Additional Information: Departmental Statement of Assets, Liabilities & Net Assets**
**As of June 30, 2018**

| | General | EDC | HMI | Foundation | Total |
|---|---|---|---|---|---|
| **ASSETS** | | | | | |
| Current Assets | | | | | |
| Cash and cash equivalents | $ 959,046 | $ 213,696 | $ 1,165,692 | $ 474,413 | $ 2,812,847 |
| Due from other funds | 81,571 | (78,193) | 396,281 | (399,659) | - |
| Pledges receivable, net | - | - | 578,387 | - | 578,387 |
| Other receivables | 1,447 | 37,500 | - | - | 38,947 |
| Prepaid expenses | 12,550 | 8,356 | 451 | - | 21,357 |
| Property and equipment, net | 30,830 | 578 | 1,566,030 | 140,000 | 1,737,438 |
| **TOTAL ASSETS** | $ 1,085,444 | $ 181,937 | $ 3,706,841 | $ 214,754 | $ 5,188,976 |
| **LIABILITIES AND NET ASSETS** | | | | | |
| Current Liabilities | | | | | |
| Accounts payable | $ 3,351 | $ 2,353 | $ 3,661 | $ - | $ 9,365 |
| Capital lease payable | 2,344 | - | - | - | 2,344 |
| Security deposit held | - | - | 2,200 | - | 2,200 |
| Accrued expenses | 80,487 | 22,496 | 11,004 | - | 113,987 |
| Deferred revenue | 257,569 | - | 5,475 | - | 263,044 |
| Total Liabilities | 343,751 | 24,849 | 22,340 | - | 390,940 |
| Net Assets | | | | | |
| Unrestricted | | | | | |
| Undesignated | 493,107 | (12,412) | 2,836,943 | 199,754 | 3,517,392 |
| Board designated | - | 169,500 | - | - | 169,500 |
| Total Unrestricted | 493,107 | 157,088 | 2,836,943 | 199,754 | 3,686,892 |
| Temporarily Restricted | 248,586 | - | 847,558 | 15,000 | 1,111,144 |
| Permanently Restricted | - | - | - | - | - |
| Total Net Assets | 741,693 | 157,088 | 3,684,501 | 214,754 | 4,798,036 |
| **TOTAL LIABILITIES AND NET ASSETS** | $ 1,085,444 | $ 181,937 | $ 3,706,841 | $ 214,754 | $ 5,188,976 |

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, 2018

| | General Chamber | Economic Development Council | HALLmark Initiative & Foundation | Education/ Community Development | Government Affairs | Total |
|---|---|---|---|---|---|---|
| **Revenues, Gains & Support:** | | | | | | |
| Contributions | $ 10,975 | $ 3,000 | $ 71,282 | $ - | $ - | $ 85,257 |
| Contributions - inkind | 119,311 | 7,199 | 6,708 | - | - | 133,218 |
| Membership Dues | 482,815 | - | - | - | - | 482,815 |
| Program revenue | 149,401 | 40,097 | 15,056 | 12,415 | 15,005 | 231,974 |
| Hall County contract | - | 150,150 | - | - | - | 150,150 |
| City of Gainesville contract | - | 150,000 | - | - | - | 150,000 |
| Other Government contracts | - | 42,500 | - | - | - | 42,500 |
| Special events | 173,895 | - | - | - | - | 173,895 |
| Interest income | 1,681 | 548 | 2,975 | - | - | 5,204 |
| Sales and commissions | 23,234 | - | - | - | - | 23,234 |
| Rental Income | - | - | 26,400 | - | - | 26,400 |
| Mngmt/Accounting services revenue | 9,000 | - | - | - | - | 9,000 |
| Miscellaneous | 4,155 | - | 1,300 | - | - | 5,455 |
| **Total Revenue, Gains and Support** | 974,467 | 393,494 | 123,721 | 12,415 | 15,005 | 1,519,102 |
| **Expenses:** | | | | | | |
| Compensation and benefits | | | | | | |
| Salaries | 468,573 | 271,303 | 40,253 | 47,350 | - | 827,479 |
| Group insurance | 27,179 | 35,938 | - | 4,355 | - | 67,472 |
| Payroll taxes | 33,541 | 22,488 | - | 3,710 | - | 59,739 |
| Pension plan | 13,748 | 10,166 | - | 1,054 | - | 24,968 |
| Total compensation and benefits | 543,041 | 339,895 | 40,253 | 56,469 | - | 979,658 |
| Affiliations | 5,505 | 4,976 | - | - | 1,250 | 11,731 |
| Accounting and professional fees | 4,235 | 4,000 | 4,000 | - | - | 12,235 |
| Advertising | 26,579 | 33,094 | - | - | - | 59,673 |
| Bank charges | 10,751 | 56 | 150 | - | - | 10,957 |
| Board expenses | 15,453 | - | - | - | - | 15,453 |
| Business Development | - | 24,755 | - | - | - | 24,755 |
| Contract services | 1,000 | - | 2,200 | - | - | 3,200 |
| Depreciation | 10,663 | - | 52,793 | - | - | 63,456 |
| Insurance | 12,000 | - | - | - | - | 12,000 |
| Interest | 199 | - | - | - | - | 199 |
| Miscellaneous | 8,358 | - | - | - | 258 | 8,616 |
| Office expenses | 5,882 | 266 | 5,226 | - | - | 11,374 |
| Postage | 13,283 | 3,746 | - | - | - | 17,029 |
| Printing | 104,858 | 2,103 | - | - | - | 106,961 |
| Professional development | - | 490 | - | - | - | 490 |
| Program expenses | 68,909 | 25,271 | 28,622 | 5,892 | 7,280 | 135,974 |
| Rent - equipment & storage | 1,500 | - | - | - | - | 1,500 |
| Repairs and maintenance | 18,288 | 8,043 | 14,929 | - | - | 41,260 |
| Special events expenses | 86,789 | - | - | - | - | 86,789 |
| Taxes and licenses | 12,788 | - | 17,637 | - | - | 30,425 |
| Telephone | 6,451 | 1,930 | - | - | - | 8,381 |
| Travel | 20,028 | - | 472 | 173 | - | 20,673 |
| Utilities | 19,036 | - | - | - | - | 19,036 |
| Website and internet | 18,703 | 9,762 | - | - | - | 28,465 |
| **Total expenses** | 1,014,299 | 458,387 | 166,282 | 62,534 | 8,788 | 1,710,290 |
| **Excess revenues over (under) expenses** | (39,832) | (64,893) | (42,561) | (50,119) | 6,217 | (191,188) |
| Allocation to other programs | 59,820 | (59,820) | - | - | - | - |
| Transfer in from other programs | 5,000 | 150,150 | 53,389 | 50,119 | - | 258,658 |
| Transfer out to other programs | - | - | (252,441) | - | (6,217) | (258,658) |
| **Total increase (decrease) in net assets** | $ 24,988 | $ 25,437 | $ (241,613) | $ - | $ - | $ (191,188) |

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, 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 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.

# Business Plan 2018-19
## *Synopsis*
### Carol Burrell – Chair of the Board
### Brian Rochester – Chair-Elect
### Kit Dunlap – President & CEO
### Effective July 1, 2018

***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.
- A succession plan for a future President / CEO has been adopted.
- A Chamber Policy Manual has been developed - 2017.
- **An additional person has been hired for Membership.**

**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**
- 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.).
- Monitor present equipment, furniture and fixtures needs.
- **Evaluate new: Meeting room tables and chairs; carpet; AV equipment.**

**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 2015-20 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). Engaged consultant to identify needs / programs.**

**2018-19 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.

**2019- 10 Priority / New Initiatives**

- **Continue to develop and execute Workforce Development Plans / Develop marketing plan for video/brochure.**
- **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. Work with consultant for new HALLmark plans/resources needed.**
- **Continued communication with members, governments and community.**
- **Revise initiatives of VISION 2030.**
- **Continued update of our membership database, Membee. Learn new services of Membee.**
- **Continued update of Website.**
- **New Chamber/Community Initiative: Project Health.**

***Volunteer Leadership***

*Carol Burrell, Northeast Georgia Health System*
*Chair of the Board*

*Brian Rochester, Rochester & Associates*
*Chair-Elect*

*Glennis Barnes, Georgia Power*
*Treasurer*

***Chamber Staff***

*Kit Dunlap*
*President & CEO*

## Chamber Divisions

**Economic Development**

- Continue the Workforce Development Initiative.
- Work-Based Learning & Apprenticeships (market new 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 for Small Business.
- Coordinate quarterly meetings with commercial Realtors and developers.
- 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.
- 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.
- **Facilitate action to expand and improve infrastructure (water, sewer, roads, telecommunications) throughout Gainesville and Hall County.**
- **Facilitate plans for new Industrial / Business Parks / Retail Centers…(public / private partnerships).**
- **Highlight need for Hotel/Convention Center downtown Gainesville.**
- **Participate in New Initiative: Project Health.**

**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 and other healthcare issues.
- Continue Healthcare Awards Luncheon.
- Promote wellness initiatives and events / the 5K Chamber Chase / HealthSmart Expo / Healthcare Reform Seminar.
- Continue promotion of Agribusiness partnering with Hall county Extension Office.
- Increase awareness of the importance of community beautification and cleanliness.

**Government Affairs**

- Facilitate working relationships and dialogue between governments and the business community.
- Educate and facilitate discussions with businesses, citizens and government on transportation issues.
- Study and develop action on issues: (Ex: water quality and quantity, green space, transportation, waste water service, workforce development and other timely community, state and federal issues).
- 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.
- **Facilitate a Washington, DC Fly-In.**
- **Evaluate need for a new TSPLOST (Transportation).**
- **Examine the present two SPLOST Infrastructure and Education SPLOST programs and timing for new SPLOST votes.**

**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.
- **Enhance social media efforts.**

**Membership**

- 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).
- **Evaluate membership dues and structure.**
- ***Top priority is retention of members and collection of membership dues.**

***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 update of VISION 2030 website and other marketing initiatives.
- Develop a VISION 2030 video.

**Finance & Operations**

- Oversee Finance and Audit committees with regular meetings.
- 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 Visitor’s 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. Work with consultant. Identify new programs & HALLmark plan.**

## 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 Workforce Development Programs and initiatives.
- 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.
- **Participate in the New Project Health.**

**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.
- **Evaluate need for a 2018 VISION 2030 strategy session.**

**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 Workforce Development Programs.
- Grow the apprenticeship and internship programs to provide an educated and quality workforce.
- Continue to evaluate and expand Leadership Hall County Program.
- 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).
- **Implement a Sponsorship program for Leadership Hall and Youth Leadership Hall.**

**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).
- **Support for new Hotel/Convention Center in Downtown Gainesville.**
- **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 / Determine date and support for new Ed SPLOST.**
- **Monitor the Infrastructure SPLOST / Determine date and support for new 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, Healthcare Awards Luncheon.
- Continue spotlight and support of Agribusiness.
- Continue support of community Beautification.

**HALLmark Initiative – 2015-20**

- Goal of $2,250,000 for the 5 year HALLmark 2015-20 has been met.
- Continue to pursue new investors and monitor investments.
- The HALLmark Team and GHCC Executive Board will continue to solicit investments and monitor the HALLmark program initiatives.
- **Develop a plan for a new HALLmark 2020.**

**New HALLmark – 2020**

- **Develop plan for new HALLmark to begin 2020.**
- **Work with consultant to develop program / plans and resources needed.**
- **Conduct Feasibility Study / ROI.**
- **Develop HALLmark Leadership Team.**

***Volunteer Leadership***

*Paul Chambers, AT&T*
*Mimi Collins, 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.
- 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.
- Target Life Science, healthcare and technology industry. Evaluate and develop a plan.
- Continue use of Economic Cost Benefit Analysis for new and existing industry provided by Georgia Tech (LOCI).
- Evaluate incentives.
- **Participate in New Project Health Initiative.**

**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.***

- 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.
- Facilitate on quarterly basis the Safety Committee.
- Publish Wage & Industry publications.
- **Continue to develop and execute Workforce Development Plans, including a communication plan. Market new video.**

**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.
- Support Brenau Business Incubator (Featherbone Communiversity) 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.
- **Work with local governments and private entities to encourage and facilitate new industrial and mixed use technology parks with all infrastructure in place.**
- **Advocate for new / improved transportation arteries through Gainesville / Hall County.**

**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 / Promote GHCC Certified Small Business Initiative.
- 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.
- Evaluate incentives.
- Develop and coordinate community grants.
- **Workforce Development Task Force and initiatives.**
- **New Project Health Initiative.**

***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*

*Greg Vitek, Lanier Technical College*
*Chair, Workforce Development*

*Jimmy Adams, Adams Transfer & Storage*
*Chair, Transportation*

*Mike Giles, Georgia Poultry Foundation*
*Chair, VISION 2030 Transportation*

*Tony Paramore, Lanier Technical College*
*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*

*Madison Hickey*
*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 GHCC Workforce Development Programs.
- Provide leadership for school-to-career initiatives (apprentice, intern, job shadowing, mentoring programs) in order to increase employability of Gainesville / Hall County students.
- 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.
- 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.
- **Develop a Leadership Hall County sponsorship program.**

**Youth Leadership Hall County**

- 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.
- **Develop a Youth Leadership Hall sponsorship program.**

**Other**

- Explore avenues to involve Hispanic and other minority individuals and businesses in Chamber and Leadership Programs.
- 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***
*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.
- Continue the success of the Healthcare Awards event.
- Participate in New Project Health.

**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.

**AgriBusiness**

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

**Visitor's Center**

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

***Special Events***

*Farm City Breakfast (November 2018)*
*Arbor Day Celebration (February 2019)*
*Agribusiness Awards (March 2019)*
*HealthSmart Expo (October 2018)*
*Healthcare Awards Luncheon (February 2019)*
*5K Chamber Chase (March 2019)*

***On-Going Activities / Meetings***

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

***Volunteer Leadership***

*Caroline Lewallen, Jaemor Farms*
*Vice Chair, Community Development*

*Dr. David Westfall, Emory's Rollins School of Public Health*
*Chair, Healthcare Committee*

***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 and other healthcare issues.
- Study and facilitate action on healthcare issues in state legislature and in US Congress.
- Promote a culture of wellness among businesses.
- **Participate in New Project Health / wellness programs.**

**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.
- Plan DC Fly-In every 2-3 years to meet with federal officials.
- **Participate in developing new hotel / Convention Center in Downtown Gainesville.**
- **Evaluate annually the SPLOST programs (infrastructure and education) / new date for referendum / programs.**
- **Participate in the SPLOST referendums (marketing and communication).**
- **Evaluate need for a TSPLOST (Transportation).**

***Special Events***
*Annual Eggs & Issues Legislative Breakfast (December 2018)*
*Annual State Legislative Event / Chicken Boxes (February 2019)*
*Annual Transportation Forum (March 2019)*
*South Hall Business Coalition government programs*
*Washington, DC Fly-in*
*Political Forums*
*Annual SPLOSTs updates 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*

*Madison Hickey*
*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 2019)*
*Special Programs in South Hall*
*(Economic Development, Seminars, Annual Meeting)*
*Hackers Holiday Annual Golf Tournament (April 2019)*

***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 evaluate Business Link newsletter and use by members (Ex: eBiz, emails, etc.).
- 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.
- **Increase the use of social media.**

**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: videos, 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.*
*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 economic development video(s). New videos for VISION 2030 and Workforce Development. (*Priority)***
***Provide ability to pay for all events and membership on line. (*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*
*Use of social media to promote events, programs*

***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*

*Kara Tate*
*Vice President, Membership & Programs*

## 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.
- **Evaluate membership dues and plan for increase.**

**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 / Set a goal for #'s and financial $.
- Work with membership sales representatives to sell memberships and meet Chamber goals for new members.
- 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)**
- **Examine membership dues amounts on annual basis.**

**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 President.**
- *** 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 2019)*
*New Member Breakfasts (bi-annually)*
*Membership Sales Drive (January / February 2019)*
*Annual Meeting & Gala (May 2019)*
*Annual Chamber & Community Awards (May 2019)*
*Annual 5K Chamber Chase (March 2019)*
*Annual HealthSmart Expo (October 2018)*
*Annual Business Expo (February 2019)*

***Volunteer Leadership***

*Brett Fowler, Turner, Wood & Smith Insurance*
*Vice Chair*

***Chamber Staff***

*Christen Wilbanks, Vice President, Membership Sales*
*Mandy Lathem, Vice President, Membership / Events*
*Kara Tate, Vice President, Membership & Programs*

***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 and communication plan for The Big Ideas (www.vision2030.org) and these long-term projects.

**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 updated website. (Priority)**
- **Evaluate need for a 2019 VISION 2030 strategy plan.**

***Volunteer Leadership***
*Phillippa Lewis Moss, Community Service Center*
*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)**
- *** Evaluate other financial services / activities GHCC can streamline.**

**Operations**

- Manage Human Resources for GHCC.
- 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**

- Manage Human Resources for GHCC.
- 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 Visitor's Center at the Greater Hall Chamber.*
- *Oversee display for Visitor's Center and inventory of merchandise.*
- *Attend Chamber Human Resources Council Meetings when time permits.*

***Volunteer Leadership***

*Glennis Barnes, Georgia Power*
*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*

# CITY OF GAINESVILLE

## WORKSESSIONREQUEST

**Date Submitted**: 2/5/2019

**Presenter**: Jay Parrish

**Item of Business**: Resolution: Norfolk Southern Donation to the City of Gainesville Police Department

**Meeting Date**: 2/28/2019

**Purpose of Request**:
Norfolk Southern has made their annual donation in the amount of $ 2000. We would like to accept this donation to use for community outreach and education.

**History/Background**:

**Facts & Issues for Consideration**:

**Department Recommendation**:
Approve the resolution authorizing acceptance of the donated funds.

**Department Director**:
Jay Parrish

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

**Amount Requested**:
$2000

**Source of Funds**:
Donation by Norfolk Southern

**Finance Comments**:

**Administrative Comments:**

ATTACHMENTS:

| Description | Type |
|---|---|
| Resolution Norfolk Southern | Resolution |

**RESOLUTION PR-2019 - ___**

**NORFOLK SOUTHERN DONATION TO THE CITY OF GAINESVILLE POLICE DEPARTMENT**

**WHEREAS**, Norfolk Southern has approached the City of Gainesville Police Department and offered to give a donation of $2000.00; and

**WHEREAS**, the City of Gainesville Police Department desires to use such funds for community outreach and education.

**NOW, THEREFORE, BE IT RESOLVED THAT** the governing body for the City of Gainesville hereby authorizes the City of Gainesville Police Department to accept said Norfolk Southern donation.

**Adopted this _____ day of _____, 2019.**

_____

**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**: 2/18/2019

**Presenter**: Matt Tate

**Item of Business**: **Public Hearing Item: March 5, 2019 Council Meeting**
Request from **Fred O. Godbee** to rezone a 0.5± acre tract located on the northwest side of the intersection of Thompson Bridge Road and Springview Drive (a/k/a **1831 Thompson Bridge Road, NW**) from Residential-I (R-I) to Neighborhood Business (N-B). **Ward Number: One.** Tax Parcel Number: 01-097-005-004. **Request: Security company office.**

**Meeting Date**: 2/28/2019

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**Purpose of Request**:
To provide an overview of the following zoning request as presented at the February 12, 2019 Planning and Appeals Board meeting.

The applicant is proposing to rezone the property to convert an existing single-family home to an office for E.K.G. Security, Inc. The property contains an older structure consisting of a brick ranch style home over a basement. According to the applicant, the structure has been unoccupied for over 10 years. Access is proposed from the existing driveway off of Springview Drive. Additional parking is proposed off of the lower driveway fronting Springview Drive. Anticipated hours of operation are from 8 a.m. to 5 p.m. Monday thru Friday. A total of three employees are expected which will include the periodic training of 5 to 8 security officers. The surrounding properties include a single-family home, apartments, hair salon, pet salon and a chiropractic office.

**History/Background**:

**Facts & Issues for Consideration**:

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

SAMPLE MOTION

Approval of Ordinance 2019- :
I move to approve the ordinance to rezone the subject property from Residential-I (R-I) to Neighborhood Business (N-B) for a security company office with six conditions as presented.

Denial of the Request:
I move to deny this request.

**Department Director**:
Rusty Ligon

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**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 |
| Ordinances | Ordinance |
| Location Maps | Backup Material |
| Narrative | Cover Memo |
| Site Plan | Backup Material |

## COMBINED LEGAL AD
## Gainesville Planning and Appeals Board
## Gainesville City Council

**Publish Sunday, January 27, 2019**
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 12, 2019** 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 **Fred O. Godbee** to rezone a 0.5± acre tract located on the northwest side of the intersection of Thompson Bridge Road and Springview Drive (a/k/a **1831 Thompson Bridge Road, NW**) from Residential-I (R-I) to Neighborhood Business (N-B).
   Ward Number: One
   Tax Parcel Number(s): 01-097-005-004
   Request: Security company office

## 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 5, 2019** 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 **Fred O. Godbee** to rezone a 0.5± acre tract located on the northwest side of the intersection of Thompson Bridge Road and Springview Drive (a/k/a **1831 Thompson Bridge Road, NW**) from Residential-I (R-I) to Neighborhood Business (N-B).
   Ward Number: One
   Tax Parcel Number(s): 01-097-005-004
   Request: Security company office

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**..... Fred O. Godbee
**Location**..... 1831 Thompson Bridge Road
**Request**..... Rezone from R-I to N-B
**Size** ..... 0.5± acre
**Ward**..... One
**Proposed Use**..... Security company office
**Planning Division Staff Recommendation** ..... **Approval, with conditions**
**Planning and Appeals Board Recommendation**.... **Approval, with conditions**
**Date**..... February 12, 2019

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

The applicant is proposing to rezone the subject property to convert an existing single-family home to an office for E.K.G. Security, Inc. The property is located on the northwest side of the intersection of Thompson Bridge Road and Springview Drive and is within the Gateway Corridor Overlay Zone. The property contains an older brick, ranch-style home over a basement. According to the applicant, the structure has been unoccupied for over 10 years. Access is proposed from the existing driveways off of Thompson Bridge Road and Springview Drive. However, Georgia Department of Transportation is limiting access to Springview Drive only due to there not being enough road frontage on Thompson Bridge Road to make the necessary improvements for a commercial driveway. An additional 6 parking spaces are proposed off of the lower driveway fronting Springview Drive. Anticipated hours of operation are from 8 a.m. to 5 p.m. Monday thru Friday. A total of three employees are expected which will include the periodic training of 5 to 8 security officers.

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

| Location | Use | Zoning |
|---|---|---|
| North | J. Green Salon/ Mai's Massage;<br>Legacy at North Pointe Apartments | Neighborhood Business (N-B);<br>Residential-II (R-II) |
| South | Vacant land;<br>Single-family home | Residential-I (R-I) |
| East | Chiropractic Office;<br>Pet Salon | Neighborhood Business (N-B);<br>General Business (G-B) |
| West | Single-family homes | Residential-I (R-I) |

- ***Other Departmental Comments***

Coordination with the Georgia Department of Transportation (GDOT) regarding improvements to the existing driveway on Thompson Bridge Road will be required. According to GDOT, access to the property will be limited to Springview Drive since the property is changing to a commercial use.

- ***Zoning History***

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

**2017 -** A request by Adams & Copeland, LLC for a special use for a hair salon and office within the Office and Institutional (O-I) zoning district located at 1665 Thompson Bridge Road was approved with conditions.

**2017 -** A request by Montecito Development for a special use for a convenience store with fuel pumps within the Neighborhood Business (N-B) zoning district located at 1281 Thompson Bridge Road was denied.

**2017 -** A request by Montecito Development to rezone a 0.48± acres tract located at 149 Enota Avenue from Office and Institutional (O-I) to Neighborhood Business (N-B) zoning district with a special use was denied.

**2016 -** A request by Jack Bailey to rezone a 0.61± acre tract located at 1665 Thompson Bridge Road NW from Residential-I (R-I) to Office and Institutional (O-I) was approved with conditions for an insurance office.

**2015 -** A request by David P. Johnson to rezone a 1.458± acres tract located at 1537 and 1551 Thompson Bridge Road; and 135 Virginia Circle from Residential-I (R-I) to Neighborhood Business (N-B) with a special use for restaurant with drive-thru and retail was denied.

**2014 –** A request by Polestar Development, LLC to rezone a 1.741± acres tract located at 1435 Thompson Bridge Road from Residential-II (R-II) to Regional Business (R-B) for a grocery store and fuel service station was approved with conditions.

**2013 -** A request by Michael Slate to rezone a 0.67± acre tract located at 971 Lanier Avenue NE from Residential-I (R-I) to Residential and Office (R-O) for a professional office was approved with conditions.

**2012 -** A request by WAG Properties, Inc. to annex a 0.68± acre tract located at 1868 Thompson Bridge Road for a transportation logistics brokerage was approved with General Business (G-B) zoning.

**2011 -** A request by Jamie Collins to rezone a 1.149± acres tract located at 1452, 1464 and 1472 Thompson Bridge Road NE from Residential-I (R-I) and Neighborhood Business (N-B) to General Business (G-B) for a Taco Bell restaurant was approved with conditions.

**2011 -** A request by One Eleven, LLC for a special use for the Little Yellow Coffee House with a drive-thru within the Neighborhood Business (N-B) zoning district located at 996 Thompson Bridge Road was approved with conditions.

**2010 -** A request by Pam Abernathy for a special use for a single-family residence within the Office and Institutional (O-I) zoning district located at 1745 Thompson Bridge Road was approved with conditions.

**2009 -** A request by Lakewood Baptist Church to rezone a 39.53± acres tract located at 2235 Thompson Bridge Road from Residential-I (R-I), Residential-II (R-II) and General Business (G-B) to Planned Unit Development (P-U-D) for future expansion of the church was approved with conditions.

- ***Staff Analysis***

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

The proposed security company office appears to be compatible with the adjacent and nearby commercial properties and could serve as a transitional use adjacent to the single-family properties off of Springview Drive. The adjacent and nearby properties are zoned Residential-I (R-I), Residential-II (R-II), Neighborhood Business (N-B) and General Business (G-B).

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

The proposal appears consistent with the adjacent and nearby non-residential properties. Impacts to neighboring residential properties should be minimized as the existing structure will retain its residential appearance and the proposed parking areas are setback a considerable distance from the closest single-family residence. In addition, the proposed zoning should have minimal traffic impacts as it does not permit by right more intrusive uses such as drive-thru restaurants or gas stations.

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

The Gainesville 2030 Future Development Map for the City of Gainesville places the subject property within the *Mixed Use General* land use category. This category includes areas containing or planned for a mixture of land uses including office, neighborhood retail, and residential.

According to the Character Area map for the City of Gainesville, the subject property is located within the *Lake District* Character Area. The presence of Lake Lanier and its distinctive rolling landscape help shape the character area and opportunities for land use changes are more prevalent south of Thompson Bridge. New commercial development should be concentrated at or near the existing Linwood Drive node. Neighborhood-serving retail and office is appropriate for the Thompson Bridge Road / Linwood Drive intersection and for frontage of a limited depth along Thompson Bridge Road. Land uses allowed in the Lake District are low-density residential, medium-density residential, multi-family residential, mixed-use, commercial, public / institutional, transportation / communications / utilities, and parks / recreation / conservation.

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

The subject property is currently zoned Residential-I (R-I). The proposal for a professional office requires the property to be rezoned. The proposed zoning of Neighborhood Business (N-B) seems appropriate given the adjacent commercial zoning. The property could continue to remain as is; however, the property has remained unoccupied for several years and has become less desirable for residential purposes as it fronts Thompson Bridge Road.

**(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 property currently utilizes various city services including water, sewer, roads and public safety which are adequate to serve the proposal. The Fire and Police Departments currently

respond to adjacent and nearby properties. Gainesville Fire Station No. 2 is approximately 1.8 miles from the property off of Holly Drive.

The proposed change in use will generate a slight increase of ingress and egress traffic movements on Springview Drive and Thompson Bridge Road. According to the Institute of Transportation Engineers 9th Edition Trip Generation Manual, the security company office is expected to generate approximately 37 trips per weekday and approximately 6 AM/PM peak hour trips. Thompson Bridge Road is considered a major arterial road that should be improved to a "Complete Street" according to the Comprehensive Plan.

Given the proposed use, there will be no adverse impacts on the school system.

**(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?**

The Comprehensive Land Use Plan supports the proposal as a neighborhood scale office use. There are also numerous residential properties fronting Thompson Bridge Road between Thompson Bridge and Enota Avenue that have converted to small scale office and commercial uses. Protecting the established residential neighborhoods within the immediate area is vital to maintaining a sense of place.

**(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?**

The proposed office use is reasonable given the development of the Thompson Bridge corridor. Due to the fact that the property is surrounded by residential and non-residential zoning districts and uses, it appears the proposal promotes a reasonable balance between the public health, safety, morality, or general welfare and the right to unrestricted use of property.

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- ***Staff Recommendation***

The Planning Division staff is recommending **conditional approval** of this rezoning request, based on the Comprehensive Plan and the adjacent residential and non-residential uses.

**Conditions**

1. **The proposed use shall be generally consistent with the concept plan provided with this rezoning application and shall meet the Architectural Design Standards within Chapter 9-9-5 of the Unified Land Development Code.**
2. **The subject property shall be limited to the proposed office use or a single-family residence. In addition, all other permitted uses within the Neighborhood Business (N-B) zoning district shall be allowed excluding a convenience store, dollar-type store, coin laundry facility, tobacco or vaping store, massage parlor or tattoo parlor.**
3. **The existing trees located within the subject property shall remain except for what is only necessary to be removed for the development. If deemed necessary, the required tree/landscape plan shall provide for additional evergreen trees and deciduous trees to be planted to help screen the rear parking area from Springview Drive and the adjacent residential property to the west. The number, location, spacing, size and type of trees planted shall be subject to Community Development Department Director approval.**

4. **There shall be no building signs or freestanding signs permitted fronting Springview Drive.**
5. **All access point design for the subject property shall require review and approval by the Gainesville Public Works Department Director and the Georgia Department of Transportation. All required access/traffic/sidewalk improvements associated with the proposed development shall be at the full expense of the developer/property owner.**
6. **An updated as-built boundary survey/plat of the subject property, indicating all improvements required for the proposed use, shall be recorded prior to obtaining a Certificate of Occupancy.**

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**Excerpts from the February 12, 2019 PAB Meeting Minutes**

**Applicant Presentation: Fred Godbee, 1831 Thompson Bridge Road, NW, stated** he had no issues with the conditions of zoning as presented. He also stated that he would add a landscape buffer to help with privacy for the surrounding residential properties.

**Open Discussion:** The Board members and Mr. Godbee spoke about the improvements he has made so far and stated he would be adding more vegetation along the property line.

**FAVOR:** None

**OPPOSE:** None

**Planning and Appeals Board Comments:** None

**There was a motion to recommend conditional approval to rezone the subject property from Residential-I (R-I) to Neighborhood Business (N-B) for a security company office with the following conditions:**

**Conditions**

1. **The proposed use shall be generally consistent with the concept plan provided with this rezoning application and shall meet the Architectural Design Standards within Chapter 9-9-5 of the Unified Land Development Code.**
2. **The subject property shall be limited to the proposed office use or a single-family residence. In addition, all other permitted uses within the Neighborhood Business (N-B) zoning district shall be allowed excluding a convenience store, dollar-type store, coin laundry facility, tobacco or vaping store, massage parlor or tattoo parlor.**
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6. **An updated as-built boundary survey/plat of the subject property, indicating all improvements required for the proposed use, shall be recorded prior to obtaining a Certificate of Occupancy.**

**Motion made by Board Member Martin**
**Motion seconded by Board Member White**
**Vote – 5 favor, absent (Doug Carter, Carmen Delgado)**

**Passed:** _____

**AN ORDINANCE**

**No. 2019-**

**AN ORDINANCE AMENDING THE ZONING MAP OF THE CITY OF GAINESVILLE, GEORGIA, BY CHANGING THE ZONING ON A 0.5± ACRE TRACT LOCATED ON THE NORTHWEST SIDE OF THE INTERSECTION OF THOMPSON BRIDGE ROAD AND SPRINGVIEW DRIVE (A/K/A 1831 THOMPSON BRIDGE ROAD, NW) FROM RESIDENTIAL-I (R-I) TO NEIGHBORHOOD BUSINESS, WITH CONDITIONS (N-B-c); REPEALING CONFLICTING ORDINANCES; TO PROVIDE FOR SEVERABILITY; TO PROVIDE FOR AN EFFECTIVE DATE; AND FOR OTHER PURPOSES.**

**(Amendment to Zoning Map)**

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

**SECTION I.**

That from and after the passage of this Ordinance the following described lands shall be zoned and so designated on the Zoning Map of the City of Gainesville as **Neighborhood Business, with conditions (N-B-c):**

**Conditions**

1. **The proposed use shall be generally consistent with the concept plan provided with this rezoning application and shall meet the Architectural Design Standards within Chapter 9-9-5 of the Unified Land Development Code.**
2. **The subject property shall be limited to the proposed office use or a single-family residence. In addition, all other permitted uses within the Neighborhood Business (N-B) zoning district shall be allowed excluding a convenience store, dollar-type store, coin laundry facility, tobacco or vaping store, massage parlor or tattoo parlor.**
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**the proposed development shall be at the full expense of the developer/property owner.**

6. **An updated as-built boundary survey/plat of the subject property, indicating all improvements required for the proposed use, shall be recorded prior to obtaining a Certificate of Occupancy.**

**Legal Description**

ALL THAT TRACT OR PARCEL OF LAND LYING AND BEING IN LAND LOT 144, 9TH DISTRICT, CITY OF GAINESVILLE, HALL COUNTY, GEORGIA, AND BEING MORE PARTICULARLY DESCRIBED AS FOLLOWS:

**BEGINNING** AT A POINT AT THE NORTHERLY RIGHT OF WAY INTERSECTION OF SPRINGVIEW DRIVE (32 FOOT RIGHT OF WAY) AND THE WESTERLY RIGHT OF WAY OF THOMPSON BRIDGE ROAD A.K.A. GEORGIA HIGHWAY 60 (RIGHT OF WAY VARIES); THENCE ALONG THE NORTHERLY RIGHT OF WAY OF SPRINGVIEW DRIVE (32 FOOT RIGHT OF WAY) SOUTH 62°35'19" WEST, A DISTANCE OF 213.52 FEET TO A POINT; THENCE LEAVING THE NORTHERLY RIGHT OF WAY OF SPRINGVIEW DRIVE (32 FOOT RIGHT OF WAY) NORTH 27°01'41" WEST, A DISTANCE OF 96.15 FEET TO A POINT; THENCE NORTH 62°49'19" EAST, A DISTANCE OF 25.00 FEET TO A POINT; THENCE NORTH 62°06'19" EAST, A DISTANCE OF 100.02 FEET TO A 1-1/4" OPEN TOP PIPE; THENCE NORTH 60°23'24" EAST, A DISTANCE OF 90.27 FEET TO A POINT ON THE WESTERLY RIGHT OF WAY OF THOMPSON BRIDGE ROAD A.K.A. GEORGIA HIGHWAY 60 (RIGHT OF WAY VARIES); THENCE ALONG THE WESTERLY RIGHT OF WAY OF THOMPSON BRIDGE ROAD A.K.A. GEORGIA HIGHWAY 60 (RIGHT OF WAY VARIES)SOUTH 41°10'57" EAST, A DISTANCE OF 69.21 FEET TO A POINT; THENCE ALONG THE MITERED WESTERLY RIGHT OF WAY OF THOMPSON BRIDGE ROAD A.K.A. GEORGIA HIGHWAY 60 (RIGHT OF WAY VARIES) SOUTH 02°10'58" WEST, A DISTANCE OF 38.10 FEET TO A POINT, BEING THE POINT OF BEGINNING.

SAID TRACT CONTAINS 0.500 ACRES OR 21,766 SQUARE FEET.

**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.

**SECTION V.**

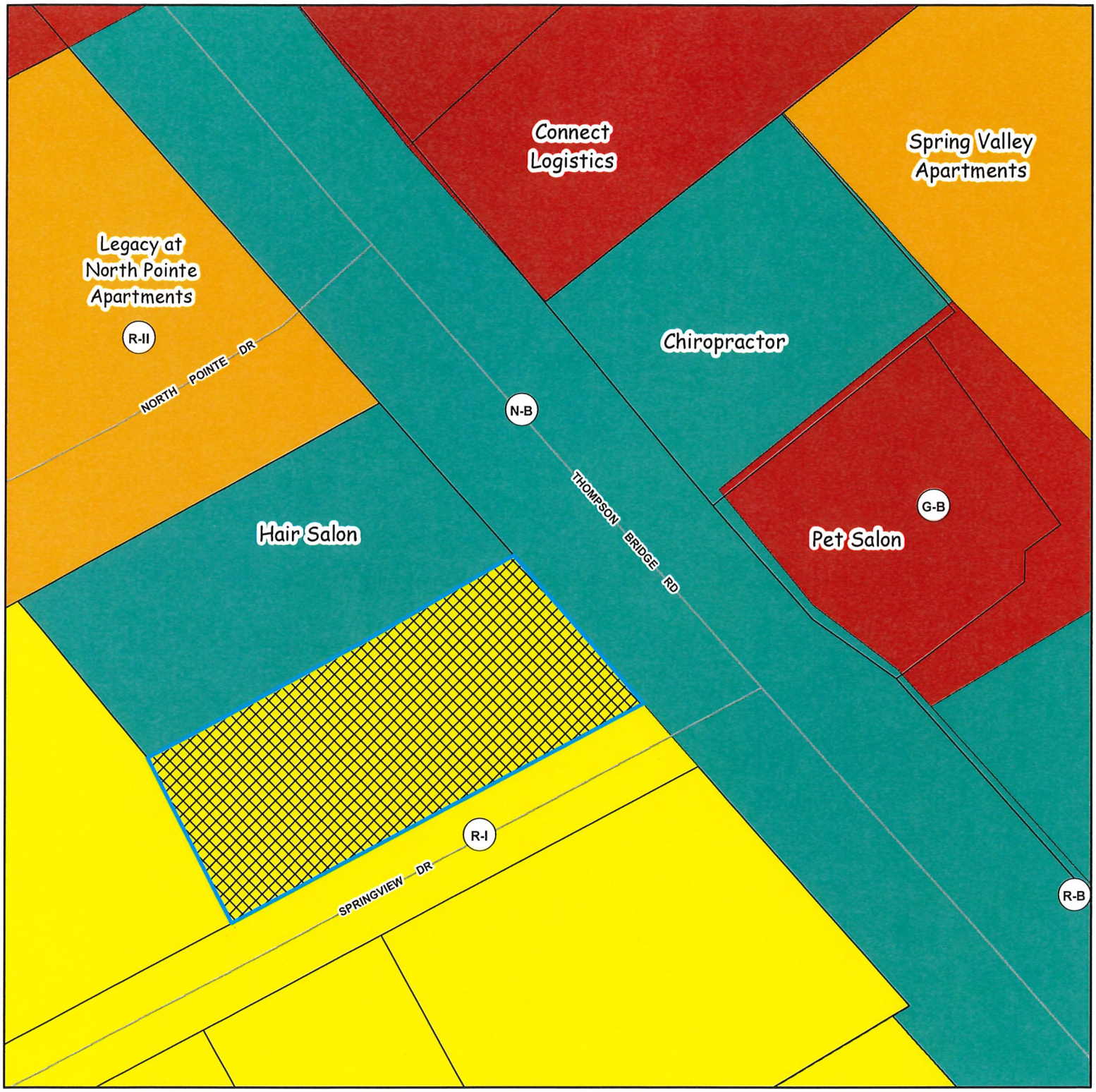
The effective date of this Ordinance shall be upon approval by the governing body of the City of Gainesville, Georgia.

**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:**

# FRED O. GODBEE

## REZONING REQUEST

**Request:**
Rezone from Residential-I (R-I) to Neighborhood Business (N-B) for Security Company Office

**Subject Area Address:**
1831 Thompson Bridge Road, NW

Meeting: 02/12/2019

Prepared: 01/16/2019

**Gainesville Community Development Department**

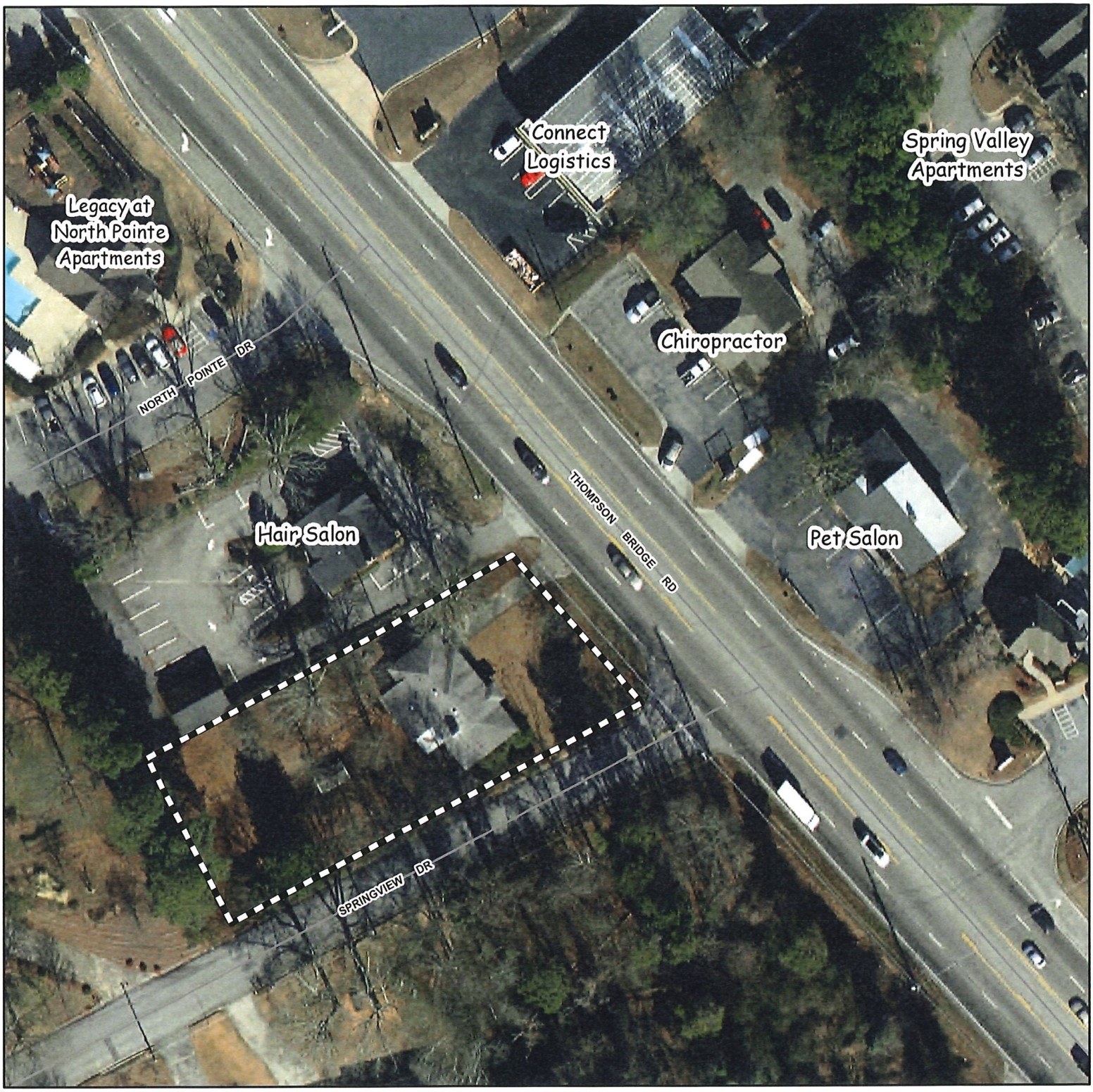
Subject Property

N

0 40 80 120 160 Feet

1 " = 67 '

**Tax Parcel:**
01-097-005-004




Applicant:

# FRED O. GODBEE

## REZONING REQUEST

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**Subject Area Address:**
1831 Thompson Bridge Road, NW

Meeting: 02/12/2019

Prepared: 01/16/2019

**Gainesville Community Development Department**

Subject Property

Aerial from 2015

N

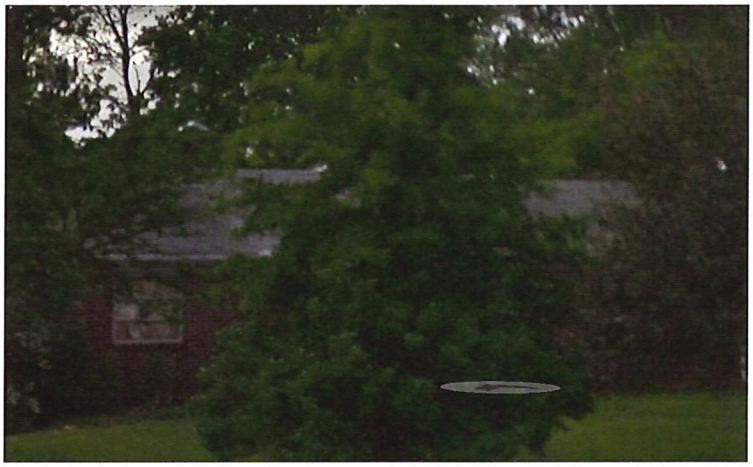
0 40 80 120 160 Feet

1 " = 67 '

**Tax Parcel:**
01-097-005-004

**Background and Purpose for Rezoning**
1831 Thompson Bridge Rd, Gainesville, GA 30501

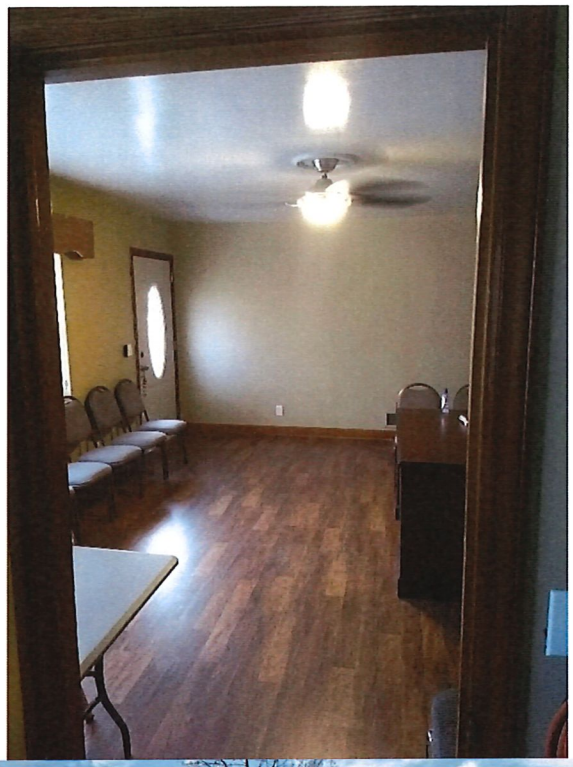
The purpose of the request for rezoning the property and house located at 1831 Thompson Bridge Rd, Gainesville, GA 30501 is to update and rezone the brick ranch home that was constructed in 1955 from residential (R1) to a professional office (Zoned NB) to be leased to EKG Security, Inc. The home located on the property contains 1,400 square feet on the mail level and 1,400 square feet in a partially finished basement. Prior to Fred Godbee purchasing the property in August of 2018, the property had not been occupied and had been used as storage for an elderly family (the Smiths (the owners)) who had not lived on the property for over ten years. The grounds and house were in disrepair. I have made repairs to the roof and HVAC system, cleaned and painted the interior of the home, and cleaned the grounds. In three months, I have made substantial improvements to the property in order to be good neighbors and present a proper representation of the property.



Before Clean-up Photo

Before Inside Photo

The above photo shows the poor condition of the home and yard from Thompson Bridge Rd. The below photos show the updated view of the interior of the home and property's condition from the Thompson Bridge Rd.



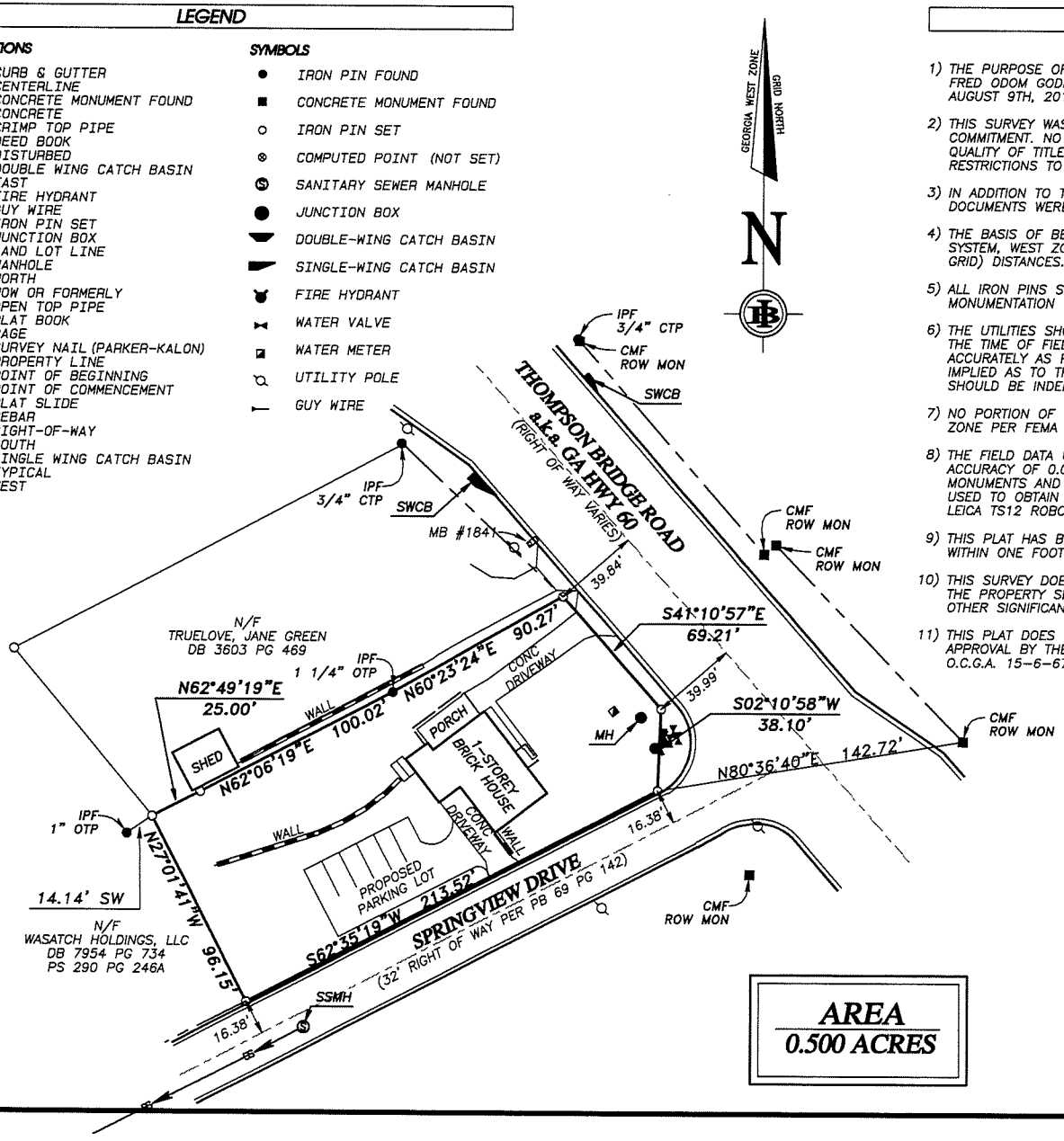
## LEGEND

**ABBREVIATIONS**

C&G - CURB & GUTTER
CL - CENTERLINE
CMF - CONCRETE MONUMENT FOUND
CONC - CONCRETE
CTP - CRIMP TOP PIPE
DB - DEED BOOK
DIST - DISTURBED
DWCB - DOUBLE WING CATCH BASIN
E - EAST
FH - FIRE HYDRANT
GW - GUY WIRE
IPS - IRON PIN SET
JB - JUNCTION BOX
LLL - LAND LOT LINE
MH - MANHOLE
N - NORTH
N/F - NOW OR FORMERLY
OTP - OPEN TOP PIPE
PB - PLAT BOOK
PG - PAGE
PKN - SURVEY NAIL (PARKER-KALON)
PL - PROPERTY LINE
POB - POINT OF BEGINNING
POC - POINT OF COMMENCEMENT
PS - PLAT SLIDE
RB - REBAR
R/W - RIGHT-OF-WAY
S - SOUTH
SWCB - SINGLE WING CATCH BASIN
TYP - TYPICAL
W - WEST

**SYMBOLS**

- IRON PIN FOUND
- CONCRETE MONUMENT FOUND
- IRON PIN SET
- COMPUTED POINT (NOT SET)
- SANITARY SEWER MANHOLE
- JUNCTION BOX
- DOUBLE-WING CATCH BASIN
- SINGLE-WING CATCH BASIN
- FIRE HYDRANT
- WATER VALVE
- WATER METER
- UTILITY POLE
- GUY WIRE




## NOTES

1) THE PURPOSE OF THIS PLAT IS TO DEPICT ALL OF THE LAND CONVEYED TO FRED ODOM GODBEE BY WARRANTY DEED VIA DB 8134 PG 712, DATED AUGUST 9TH, 2018.

2) THIS SURVEY WAS PREPARED WITHOUT THE BENEFIT OF A CURRENT TITLE COMMITMENT. NO WARRANTY IS EXPRESSED OR IMPLIED WITH RESPECT TO THE QUALITY OF TITLE. EXCEPTION IS MADE AS TO ANY EASEMENTS OR OTHER RESTRICTIONS TO TITLE NOT SHOWN HEREON.

3) IN ADDITION TO THOSE OTHERWISE REFERENCED HEREON, THE FOLLOWING DOCUMENTS WERE USED IN THE PREPARATION OF THIS PLAT: PB 69 PG 142.

4) THE BASIS OF BEARING FOR THIS PLAT IS THE GEORGIA STATE PLANE COORDINATE SYSTEM, WEST ZONE (NAD 83). ALL DISTANCES SHOWN HEREON ARE GROUND (NOT GRID) DISTANCES. THE VERTICAL DATUM IS NAVD 88.

5) ALL IRON PINS SET(IPS) ARE 1/2" REBAR UNLESS OTHERWISE NOTED. ALL OTHER MONUMENTATION CALLED FOR HEREON WAS FOUND IN PLACE.

6) THE UTILITIES SHOWN HEREON ARE BASED ON ABOVE GROUND EVIDENCE VISIBLE AT THE TIME OF FIELDWORK, AND/OR AVAILABLE MAPS OR PLATS, AND ARE SHOWN AS ACCURATELY AS POSSIBLE FOR REFERENCE ONLY. NO WARRANTY IS EXPRESSED OR IMPLIED AS TO THE COMPLETENESS OR ACCURACY OF UTILITY LOCATIONS, WHICH SHOULD BE INDEPENDENTLY VERIFIED.

7) NO PORTION OF THE PROPERTY DEPICTED HEREON LIES WITHIN A FLOOD HAZARD ZONE PER FEMA FIRM MAP NUMBER 13139C0179G, EFFECTIVE DATE 04/04/2018.

8) THE FIELD DATA UPON WHICH THIS PLAT IS BASED HAS A RELATIVE POSITIONAL ACCURACY OF 0.06 FEET + 50 PPM FOR THE SUBJECT PROPERTY CORNER MONUMENTS AND WAS ADJUSTED USING LEAST SQUARES. THE EQUIPMENT USED TO OBTAIN THE LINEAR AND ANGULAR MEASUREMENTS HEREIN WAS A LEICA TS12 ROBOTIC TOTAL STATION.

9) THIS PLAT HAS BEEN CALCULATED FOR CLOSURE AND IS FOUND TO BE ACCURATE WITHIN ONE FOOT IN 181,129 FEET.

10) THIS SURVEY DOES NOT REPRESENT A THOROUGH INSPECTION OF THE INTERIOR OF THE PROPERTY SHOWN HEREON. IMPROVEMENTS, WETLANDS, DUMP SITES AND OTHER SIGNIFICANT FEATURES NOT SHOWN HEREON MAY EXIST.

11) THIS PLAT DOES NOT CONSTITUTE A PLAT OF SUBDIVISION AND DOES NOT REQUIRE APPROVAL BY THE LOCAL GOVERNING AUTHORITY FOR RECORDING ACCORDING TO O.C.G.A. 15-6-67(d).

**AREA**
**0.500 ACRES**

GEORGIA REGISTERED No. 2196 LAND SURVEYOR IAN M. BRAGG

**1831 THOMPSON BRIDGE ROAD NW**

GRAPHIC SCALE 1"=50'
0' 50' 100' 150'

REVISIONS:

BOUNDARY SURVEY
FOR
FRED ODOM GODBEE
LOCATED IN
LAND LOT 144, 9TH DISTRICT
CITY OF GAINESVILLE
HALL COUNTY, GEORGIA

DRAWING DATE: 10/15/18 | LAST FIELD WORK: 10/09/18
MANAGER: JHF | CAD: JHF | CREW CHIEF: JHF
JOB #: 018-GODBEE1 | FILE: 1831THOMPSONBRRD


IAN M. BRAGG
LAND SURVEYING
6590 JOHNSON CIRCLE
FLOERY BRANCH, GEORGIA 30542
PH:(678)-300-4518
EMAIL: IANBRAGGPLS@GMAIL.COM


© 2018 IAN M. BRAGG LAND SURVEYING

# CITY OF GAINESVILLE

## WORKSESSIONREQUEST

**Date Submitted**: 2/26/2019

**Presenter**: Danny Dunagan

**Item of Business**: Appointment(s): Building Board of Appeals

**Meeting Date**: 2/28/2019

**Purpose of Request**:
The purpose of this request is to address the expiring term for Structural Engineer position held by David Smith.

**History/Background**:
BBA members serve five-year terms. The Board follows the guidelines of the International Building Code in addition to the City Charter and Code of Ordinances.

**Facts & Issues for Consideration**:
The qualifications for BBA members are defined in the International Building Code.

Larry Bowman has confirmed his willingness to serve on the board.

**Department Recommendation**:
To consider the nomination as submitted by 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 |
|---|---|
| BBA Members | Backup Material |

# BUILDING BOARD OF APPEALS

| POST | LAST NAME | FIRST NAME | APPOINTED | REAPPOINTED | EXPIRES |
|---|---|---|---|---|---|
| Structural Engineer | Smith | David | 10/5/2004 | 10/21/2008<br>3/4/2014 | 3/4/2019 |
| Architect - Alternate | Bachman | Dick | 10/5/2004 | 9/6/2011<br>10/18/2016 | 10/18/2021 |
| Architect - Alternate | Tipton | James | 10/18/2016 | | 10/18/2021 |
| Plumbing/Fire Safety | Merritt | Larry | 10/5/2004 | 5/20/2008<br>3/4/2014<br>2/19/2019 | 3/4/2024 |
| Architect | Tesmer | Tracy | 10/18/2016 | | 10/18/2021 |
| Mechanical | Davis | Vincent | 11/6/2018 UE | | 10/3/2022 |
| Electrical | Caldwell | Daniel | 9/6/2011 | 10/18/2016 | 10/18/2021 |
| Ex-Officio | Davidson | Joe | | | |

TERM: Five year terms

CONTACT: Joe Davidson, Inspection Services Manager

NOTES: Appointments to be made by profession in accordance with the International Building Code.
This Board replaces the Housing Board of Adjustment and Appeals.
This Board eliminates the Electrical, Heating & Air and Plumbing Boards.

UPDATED: Wednesday, February 20, 2019