



Dublin-Laurens County Development Authority

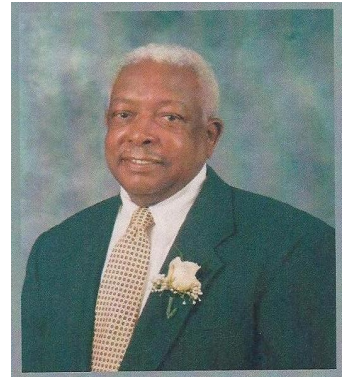
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ANNUAL REPORT — November 2011

Honoring a Legend

On October 2, 2011, the Dublin-Laurens Development Authority lost a dear friend and colleague, Mr. Walter Edward McCall. Mr. McCall was well respected by his fellow board members, the Georgia Department of Economic Development and the project managers who accompany the prospects on community visits. He was nominated for the Georgia Economic Developers Association's Volunteer of the Year Award. At that time he had served over 20 years on the Development Authority and the following economic and community development projects resulted creating thousands of jobs and millions in capital investment: YKK AP America, Inc., Confederate Packaging, New Holland North America, Inc., Applied Services, Leggett & Platt, Titan Wheel, Lytech Corp., Best Buy Distribution, Fred's Inc., Botkin Lumber Co., Eldorado Stone, and MAGE SOLAR. Mr. McCall also assisted in the expansions for the following: Behlen Manufacturing Company, Southeast Paper, Mohawk Industries, Abex/NWL – now known as Parker Aerospace, Flexsteel, PL Garment Finishers, Forstmann, Allen-Bradley, New Holland, Leggett & Platt, Hi-Tek Rations and Steel Fab. The Development Authority, also during his tenure, secured additional properties for industrial growth such as the following: Three spec buildings, Airport terminal building, Welcome Center, McGrath Keen Sr. Conference Center, and the "bypass project".



Mr. McCall served on the Laurens-Treutlen Development Authority as well as the Dublin-Laurens County Development Authority. McCall always said the service that he gave to the Dublin-Laurens County Development Authority is one of his greatest accomplishments. McCall was the longest serving member of the Authority with twenty-six years of service. During this tenure, he served as Vice-Chairman and Chairman.

On October 25th, 2011 at the 59th Annual Membership Meeting, the belated Mr. Walter McCall received the Carolyn R. Watson Spirit Award for his leadership, team player attitude, dedication and spirit. He was devoted to his church, family, friends and was a civic minded man who loved the City of Dublin and its communities. Because of this passion, he was presented the Golden Shamrock Award by the City of Dublin and was honored by the Dublin Rotary Club as a Paul Harris Fellow.

As the board continues to carry out the mission of the Development Authority, the insight, knowledge, leadership and compassion that Mr. McCall brought to the group will truly be missed. He will always hold a special place in our hearts.

"I trust that you will keep the plane in the air, as the holding pattern should not change. Let us remember that in order to land successfully, we must land together. Thanks to ALL."

Walter Edward McCall

Letter from the Chairman

Welcome to the first annual meeting and annual report of the Dublin Laurens Development Authority. We have had an extraordinary year in a really tough economy for our community. Our successes far exceed our challenges for the 2011 year. I must mention the sadness we feel for the loss of our longest serving member, Walter McCall. All our love and admiration go to Walter's wife, Arvis and their family.

Let me begin by thanking each member of the Development Authority for the time and effort put in this year. We have operated as a team on all of our endeavors. Also, thanks go to Mike Cauley, our accountant, and Joseph Sumner and Dan McRae, our attorneys.

Cal Wray has done an exceptional job as President this first year. His professional growth with prospects, consultants, state and national economic development professionals is without equal among his peers.

Nicole Ward has come to us as our Manager of Business and Industry. We have met with all of our existing industry in the short time she has been on board. We look forward to her continuing progress.

Our successes include helping one existing industry with a new line in their current manufacturing process. This will add 40 new jobs. The passage of our SPLOST will include significant money for incentives. This was a distinction for a rural Georgia community. The availability of a revolving loan fund from an Economic Development Financial Fund is huge for our incentive package. Our option on 300 acres of land from Plum Creek is the beginning of a long term public-private partnership with Plum Creek and the Development Authority.

Roger Folsom and I went to Germany to visit MAGE in late September. We toured 5 different MAGE Plants from the former East Germany to Vienna, Austria. This further confirmed our belief that MAGE will be a major success story in Dublin and Laurens County.

We would like to thank Willie Paulk for her continued support and help with the Development Authority. We can never go forward without thanking Willie for our past.

We anticipate we will have several announcements over the next few months.

Thanks to all our citizens for their encouragement of the Development Authority. We especially thank the City of Dublin and Laurens County officials for all their support.



Jimmy Allgood

Letter from the President

Dear Partners,

The Dublin-Laurens County Development Authority enjoyed a much improved 2010-2011 fiscal year with your help. We have increased our marketing efforts with advertising and a new website. We feel confident these efforts will lead to job creation in the coming months and years with your support.

We have continued to improve our assets for industrial prospects with the addition of 300 acres of industrial property via option, we have continued to address needs of prospects by providing needed site due diligence and improvements to our over 500 acres of industrial property, and we have completed plans for utility improvements across our site offerings to meet the demands of industry.

This year has seen a further increase in our prospect activity, national recognition, and overall competitiveness in the economic development world. Over the last year, we have worked over 50 industrial prospects, hosting many industrial visits, and in the coming months hope to be able to announce successful industry locations in our community which will create jobs for our citizens.

I am also pleased with our hiring of Nicole Ward to work with our existing industries who are valued members of our community. We will always work to assist our local industries as they have made the decision to be a part of our community by employing our citizens and investing capital in our community. I commend you for being a part of our community and look forward to working with you in the future to strengthen your operations and helping you to continue your success.

It is only with your help that we have been able to constantly improve our abilities and work toward our ultimate goal of creating jobs for Laurens County and our residents.

I look forward to sharing some of our successes soon and continuing to improve our wonderful community. Please always feel free to contact me if I can be of service.

With Gratitude,



Cal Wray

Activity Report for 2010 - 2011

ACTIVITY REPORT	2011	2010
Projects		
Total Active	47	48
New Projects	43	39
Potential Capital Investment	\$2,754,100,000	\$1,645,000,000
Potential New Jobs Created	6,965	4,239
Prospect Visits		
Total Visits	40	31
New	24	17
Repeat	16	14
Announcements		
Total	2	2
Capital Investment	\$100,425,000	\$30,140,000
Jobs Created	90	355
Square Footage/Acres	30,000	206,000

Meet Our Board of Directors and Staff

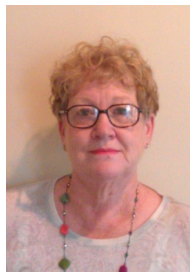


Jimmy Allgood

Chairman

Appointed by: County
Term Expires: 6-30-12

Allgood Pest Solutions
P.O. Box 891
Dublin, GA 31040
Phone: 478-272-6271



Kathy Sweat

Vice Chair

Appointed by: County
Term Expires: 6-30-13

Retired Educator
1564 Snellbridge Rd.
Dublin, GA 31027
Phone: 478-272-8077



Scott Beasley

Secretary/Treasurer

Appointed by: City
Term Expires: 6-30-13

Duncan Tire Company
P.O. Box 686
Dublin, GA 31040
Phone: 478-272-5404



Roger Folsom

Member

Appointed by: City
Term Expires: 6-30-13

Med1st
1204 Hillcrest Pkwy.
Dublin, GA 31021
Phone: 478-274-1900



Guy Cochran

Member

Appointed by: City
and County
Term Expires: 6-30-14

Cochran Brothers Co.
P.O. Box 370
Dublin, GA 31040
Phone: 478-275-3844



James Malone

Member

Appointed by: County
Term Expires: 6-30-15

Malone Farms
Rt. 1
Dexter, GA 31019
Phone: 478-875-4171



Fred Williams

Member

Appointed by: City
Term Expires: 6-30-12

Dublin Middle School
1501 N. Jefferson St.
Dublin, GA 31021
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Cal Wray

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Nicole Ward

Manager of
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Dublin-Laurens
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Willie Paulk

Executive Advisor

Dublin-Laurens
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Development Authority Finalizes Industrial Property Option

The Dublin-Laurens County Development Authority and Plum Creek have finalized an option for 300 acres of prime industrial property and 23 acres for a rail spur in Laurens County. The partnership puts the Authority in prime position to locate large industrial projects that also need interstate access and rail service. After many months of negotiation and site due diligence on the acreage, the two parties were able to agree upon a one year option on the needed acreage. In addition, the option allows for a one year renewal of the original term and a first-right of refusal on the remaining 1,800 acres in the large 2,100 acre tract. “This site allows us to compete with any economic development agency in the country for large industrial projects,” stated Cal Wray, President of the Dublin-Laurens County Development Authority. The Authority spent many months completing conceptual designs, Phase I environmental site assessment, general geotechnical site investigations, site-specific geotechnical studies, preliminary wetland assessments, and over due diligence needed by industrial prospects in the site location process. In addition, the Authority is completing wetland delineations, boundary surveys, and additional studies to set this site apart from others in the competitive world of site selection. “We feel this will allow us to compete for much needed job creation and allows us the needed inventory for the next five years,” said Cal Wray. This site has already been visited by multiple prospects and was a must for the Authority. Plum Creek is a vital partner for us on this site and they have provided funding and acreage to allow this project to move forward and allow us the opportunity to compete for larger industrial locations.



Developer's Day Scheduled for May 2012

Plans are already in the works for the Development Authority's 1st Annual Developer's Day to be held on May 24, 2012. The Dublin-Laurens County Development Authority is excited about this event as it increases its marketing efforts and State partnerships. We hope the event will educate economic development professionals with the State of Georgia, Georgia Power, Georgia EMC, Electric Cities of Georgia, site location consultants, and other partners on the way the Development Authority does business, what assets Laurens

County can bring to the table, and the ways in which we can aid our partners in locating jobs in the State of Georgia. “We hope this day will bring forth future prospects to our community” said Cal Wray, President of the Development Authority. “By allowing the State of Georgia, local governments, developers, project managers and development authority board members to interact with each other, there is hope that everyone will learn a little more about the world of economic development as well as what the Dublin-

Laurens County community has to offer a future prospect if given the chance to visit the area” states Mr. Wray. Initial plans had called for a Developer's Day for 2011, but the event had to be postponed until 2012 in hopes additional time would allow for more success at the event. “We have the complete package” says Jimmy Allgood, Chairman of the Development Authority, “from great sites and buildings, to utilities, to location, to business climate, to workforce to incentives, we have it all.”

Meet the New Addition to the Development Authority Board



Frederick C. Williams is a native of Plantation, Florida. He is married to Melissa McCloud Williams and the proud father of three children: Whitley, Frederick II, Gracelyn.

Dr. Williams is a product of the Broad County School System where

he attended Nova High School. Upon graduation, he earned an athletic scholarship to Clark-Atlanta University. While attending college, he was awarded numerous academic and athletic awards.

His love and desire to help every child led him to become an educator. In 1993, he started his teaching career with the Dublin City School System as a physical education teacher and football coach for the Dublin Fighting Irish football team. Dr. Williams furthered his education by obtaining a Masters of Education degree from Troy University and a doctoral degree from Nova Southeastern University. He recently completed the Georgia State School Superintendent Association Profes-

sional Development Program. Dr. Williams is the principal of Dublin Middle School and the District 5 President of the Georgia Association of Middle School Principals.

Dr. Williams serves on the Fairview Park Hospital Trustee Board as well as the Dublin-Laurens County Chamber of Commerce Board of Directors. He has always had a love for the Lord.

Dr. Williams is currently the Pastor-Teacher of Turkey Creek Missionary Baptist Church and the President of the Dublin-Laurens and Surrounding Counties Baptist Ministers Union.

Meet the New Addition to the Development Authority Staff



Nicole H. Ward joined the Dublin-Laurens County Development Authority in June 2011 as the Manager of Business and Industry.

Nicole Ward was born in Augusta, Georgia but spent most of her life in a small South Carolina town called Latta where she graduated from Latta High School with honors in 1997. She attended Clemson University and graduated in 2001 with a BS degree in finance with emphasis in real estate

appraisal. After graduation, Nicole accepted a job with Hull Storey Gibson Companies as Marketing Manager for Dublin Mall which brought her to the Dublin-Laurens County area. Progressing in her career, Nicole later became the Senior Operations Manager for Dublin Mall which encompassed the day-to-day operations and marketing for Dublin Mall.

During her time with Hull Storey Gibson Companies, Nicole became very active within the community. She has served as an ambassador for the Dublin-Laurens Chamber of Commerce, a 2005 graduate of the Leadership Program for Dublin-Laurens County, a former member on the board directors of Advocates for Alzheimer’s Care and on the Dublin-Laurens Chamber of Commerce Tourism Committee. Nicole was named chairman of the

Dublin-Laurens St. Patrick’s Festival in 2008, and a member and on the board of directors for the Dublin Junior League. Nicole was the recipient of the R.E. “Dick” Killebrew Memorial Award in 2009 for her outstanding work with the Dublin-Laurens County St. Patrick’s Festival.

Currently she serves on the board of directors with the Leadership Dublin-Laurens County and is a member of the Dublin Girls Cotillion.

Nicole is married to Doug Ward formally of Cedar Grove, the owner/operator of Dublin Heating and Air Specialists. They currently reside in Rentz, GA with their beautiful two and a half year old little girl named Krista and are active members of Rentz Baptist Church.

Where Have We Been? Conferences, Events, Trips and Beyond...

European Marketing Trip

Cal Wray traveled throughout parts of Europe to market the Dublin-Laurens County area to potential prospects. Mr. Wray visited with several companies to discuss the area and what Dublin and Laurens County had to offer their business. The trip extended from June 21st through June 28th.



Chairman Allgood and Mr. Folsom’s Trip Through Germany

Chairman Jimmy Allgood and Development Authority Member Roger Folsom left on Saturday, September 24th on a 10 day trip throughout Germany. During their trip, they had the pleasure of touring five MAGE plants. Dr. Markus Feil, Norbert Philipp, and Sylvia and Thomas Minton were our guides to this introduction to MAGE’s facilities in Germany. They had a wonderful trip and want to thank MAGE for its help in introducing them to Germany and MAGE.

(Pictured L to R: Dr. Markus Feil, Sylvia Minton, Jimmy Allgood, Kathy Allgood, Ann Graham & Roger Folsom at MAGE Hertzberg.)



Solar Power International 2011

Cal Wray was invited to attend the Solar Power International Convention held in Dallas, Texas at the Dallas Convention Center from October 17th to 20th. He along with representatives from Georgia Department of Economic Development, Georgia Power, Energy Center of Innovation, Georgia EMC, Electric Cities of Georgia, City of Marietta and Covington-Newton County were part of the Georgia Department of Economic Development’s booth. The group visited other companies setup at the convention to give them different perspectives on the business climate in Georgia. In addition, Mr. Wray called on prospects and potential industries for Laurens County.



In the News....

SPLOST Vote Helps Development Authority

On March 15, 2011, voters went to the polls to decide if SPLOST would stay in effect. With a 90% margin, it was voted that the SPLOST was to be extended through June 30, 2018. This was great news for the Development Authority since an estimated \$7.35 million in SPLOST funds would be devoted to economic development and helping to put Dublin-Laurens County back to work.

Joint Development Authority

The Laurens-Treutlen Joint Development Authority was created on April 12, 1995. The mission of the Joint Authority is to use the combined counties assets and seek opportunities to attract industrial prospects to Laurens and Treutlen Counties that will provide new, desirable, environmentally friendly jobs in order to improve the regional economy, overall quality of life and to broaden the local tax base. Members are: Chairman John C. Brewton, Jr.; Vice Chairman James Malone; Andy Thompson; Kathy Sweat; and Philip Jennings. (Ms.) Willie Paulk serves as Executive Director and Ryan Dixon, Nelson & Dixon, LLC, serves as Counsel.

I-16 Corridor

Formed in July 2008, the I-16 Corridor Alliance is a group of 12 counties that extends from Macon to Savannah and consists of the following counties: Bibb, Twiggs, Wilkinson, Bleckley, Laurens, Treutlen, Chatham, Effingham, Bryan, Bullock, Candler and Emanuel. The mission of the group is “to grow, promote and enhance the economic development opportunities along Georgia’s I-16 corridor through the synergies of joint innovation, information exchange, marketing and partnerships.” Cal Wray is serving as the group’s current President. For more information on the I-16 Alliance, visit the website at www.i16alliance.org.





DUBLIN-LAURENS COUNTY

THE BUSINESS HEART OF GEORGIA

Dublin-Laurens County Development Authority

Visits to Existing Industries



Advanced
Urethane
Technology



Gilman Building Products, LLC



Confederate
Packaging



Evans Cabinet
Corporation



Wild Bore
Machine



The Dublin-Laurens County Development Authority values the area's existing industry and wants to do all it can to help our local industries succeed. We continue to strive to help our existing industries by meeting with industry leaders one on one at each respective facility.

Dublin-Laurens County Development Authority Past Chairman

*Deceased

Ben Hall, Sr.*
Louie Livingston*
Mike Wolfe — 1990-1992
Ben Hall, Jr. — 1992-1994

Doyle Dominy* — 1994-1996
Mike Cauley — 1996-1998
Wallace Miller — 1998-2000
Walter McCall* — 2000-2002

Hal Ward — 2002-2004
James Malone — 2004-2006
Roger Folsom — 2006-2008
Guy Cochran — 2008-2010

Development Authority Information

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