



MACON-BIBB, GEORGIA
FISCAL YEAR

2022 REPORT

SIXTY YEARS OF SUCCESS:

Looking Back,
Moving Forward



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Chair's Welcome



On behalf of the Macon-Bibb County Industrial Authority (MBCIA) Board of Directors, I want to welcome you to our 60th Anniversary Annual Report.

A recent *Georgia Trend* ad proclaims, "We are more than just a county; we are a community." The past fiscal year was when citizens and leaders made sure everyone was included in Macon-Bibb County's continued growth.

In this report, we offer valuable information about MBCIA, our mission, and the successes we have continued to achieve during the pandemic — with all Macon-Bibb County businesses remaining open, the expansion of existing industry, and the arrival of new industry.

Here are several highlights as we celebrate our milestone year:

- Macon-Bibb County continues to gain the attention of multiple international industries, including those in Japan, South Korea, and Canada — which strengthen Middle Georgia's strategic location for supplying high-quality, American-made goods to the rest of the world. We concluded the fiscal year 2022, which ended on June 30, 2022, with prospect activity remaining steady at 26 open projects, representing a collective potential investment of \$625 million.

- Our community demonstrates that success and perseverance will prevail even through tragic disasters. Middle Georgia Freightliner-Isuzu (MGF) celebrated the ribbon-cutting of their brand new 40,000 square-foot facility — on the fourth anniversary of the fire that burned their original facility to the ground. MGF had the support of other existing industries and the Macon-Bibb County community to keep them in business while retaining every single employee.
- To complement our virtual job fair, we partnered with the Greater Macon Chamber of Commerce at greatermaconworks.com to create a comprehensive resource of available industry job links, easy-to-use courses, podcasts, and career-building opportunities.
- To further Macon-Bibb County's vibrancy as a business magnet, MBCIA continued to develop the land it owns at the I-75 Business Industrial Park and Airport East Industrial Park, readying GRAD-certified tracts for farmers to utilize until the land is sold to industry.

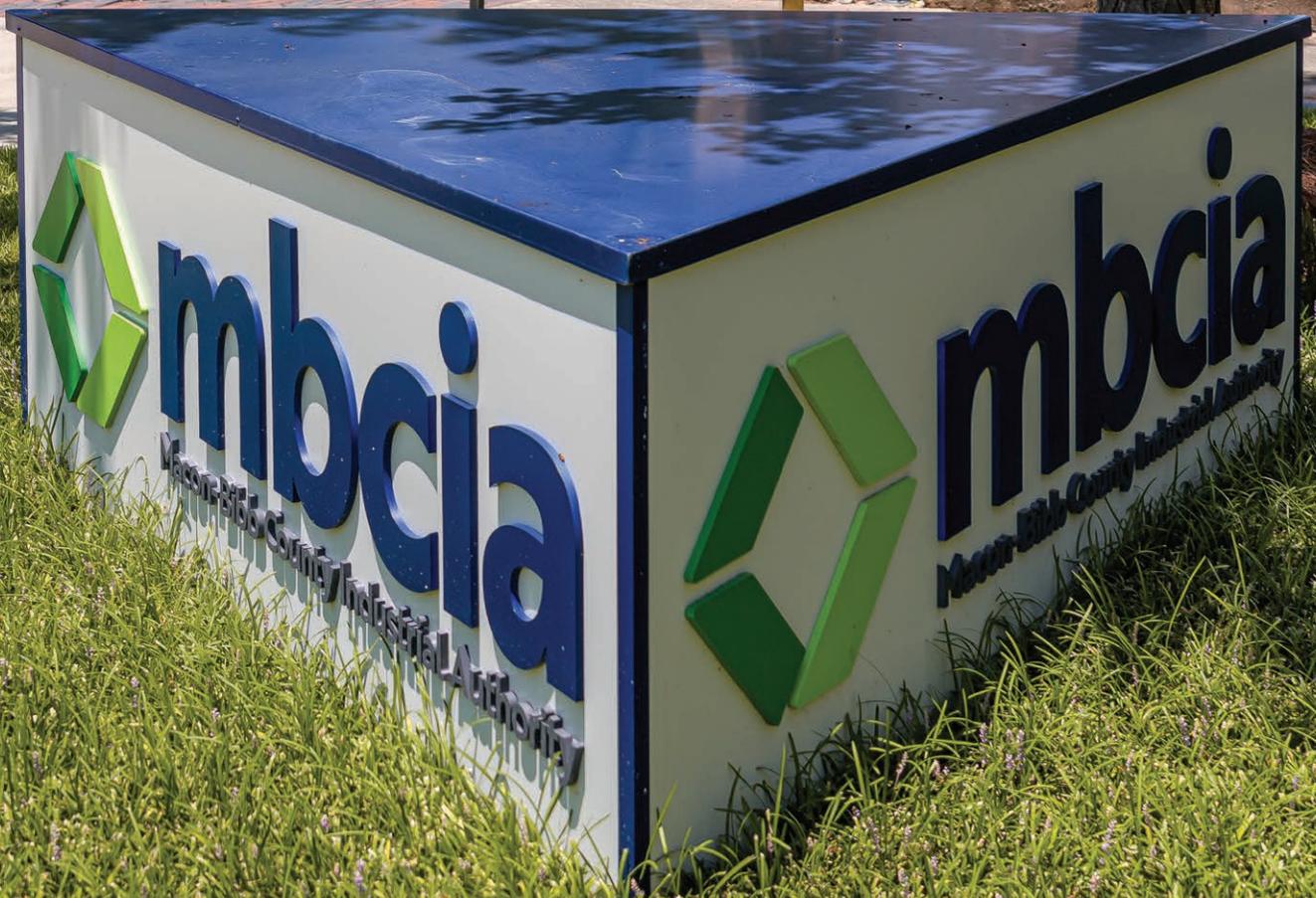
In closing, our Board wishes to thank all of MBCIA's partner agencies for their ongoing support of our economic development activities. As our 60th-anniversary hashtag says, together, we are creating new **#MACONOPPORTUNITIES**.

Robert E. Fountain, Jr., Chair

Our Mission

Since our founding in 1962, the mission of the Macon-Bibb County Industrial Authority (MBCIA) has been to promote the economic well-being of our county by creating jobs, retaining jobs, and increasing the tax base. We strive to provide this wonderful community with diverse industries that bring economic benefits and improved quality of life for residents and visitors alike.

MBCIA is proud to support a vital community like Macon-Bibb County. As we reflect on the challenging past year and look toward a promising future, we will focus on fulfilling our mission of service to every one of our stakeholders and community members.



Our Team

Created in 1962 by an Act of the General Assembly, the Macon-Bibb County Industrial Authority (MBCIA) is governed by a six-member board: the Mayor of Macon-Bibb County, four Macon-Bibb County appointees, and one board-selected appointee.



**Robert E. Fountain, Jr.,
Chair**
Owner & Operator,
Fountain Enterprises



**Samuel F. Hart, Sr.,
Member**
Chairman,
Macon Water Authority



**Dwight Jones,
Vice-Chair**
Owner,
Ocmulgee Fields, Inc.



**Lester M. Miller,
Member**
Mayor,
Macon-Bibb County



Ember Bishop Bentley, Member
Chief of Staff &
Director of Community
Affairs, Middle Georgia
State University



**Cassandra Miller-
Washington,
Ph.D., Member**
Career, Technical &
Agricultural Director,
Bibb County Public
School District

An Appreciation from MBCIA's Executive Director, Stephen Adams



On behalf of the MBCIA staff, I wish to thank our Board of Directors and Strategic Partners for their continued support of our economic development efforts. Marking our 60th year helping businesses **Experience the Macon Advantage**, we are fortunate as a community and a state — and look forward to a continued partnership as we **Grow Macon Opportunities**. I also want to congratulate Robby Fountain, who was reappointed by the MBCIA board to serve another five-year term and re-elected to serve as our Chair.

STAFF

Stephen Adams
Executive Director

Eleyce Coleman
Existing Industry Manager

Kevin Brown
Counsel to the Board &
Executive Director
Partner, Seyfarth Law LLP

Lillie Battle
Administrative Assistant &
HR Coordinator

Baleigh Fleming
Business Operations &
Finance Manager

Torri Roberson
Data Coordinator

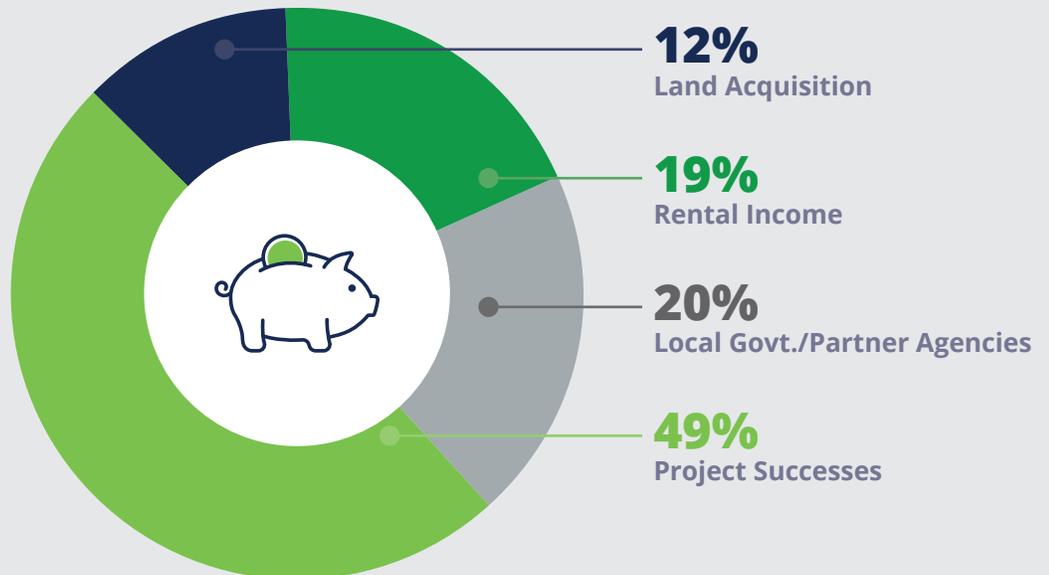
Gary Wilson
Project Manager

Raymond Simmons
Facilities Manager

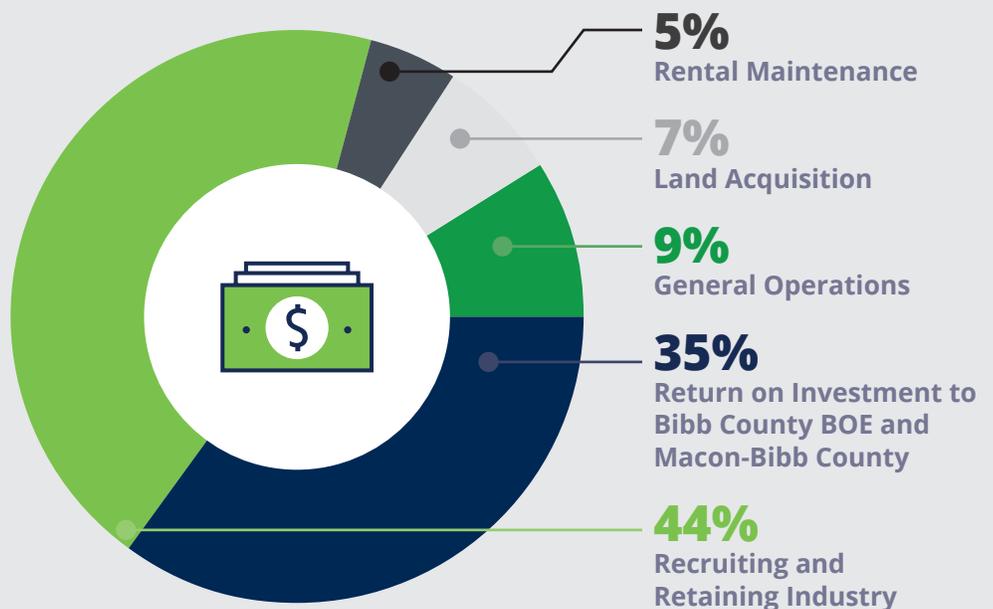
Our Funding

Sixty Years of Sound Fiscal Management
on Behalf of Macon-Bibb County's Future

How We Are Funded



How We Spend Our Funding



Why Macon-Bibb County?

In a region known for Southern hospitality and economic vitality, the Macon-Bibb County Industrial Authority (MBCIA) is the lead agency for attracting new business investment, encouraging the expansion of existing industries, and improving our high quality of life.

Together with regional, state, and local partners, MBCIA creates an environment that facilitates success for businesses of all types and sizes. Macon-Bibb County's stability and vibrancy during the COVID surge have seen net business growth, with all businesses staying open by adapting to new models and collaborating with community resources.

These businesses included Amazon, Irving Consumer Products, Nichiha USA, Tyson Foods, Embraer, Graphic Packaging, Schnitzer Steel Industries, YKK USA, Tractor Supply, Middle Georgia Freightliner-Isuzu, and Kumho Tire of Georgia.

With strong global demand being robust, Middle Georgia remains an international hub for manufacturing, transportation, and warehousing. Over the past fiscal year, MBCIA generated \$252.8 million in private investments and more than 1,000 new jobs.

The consolidated government of Macon-Bibb County makes doing business easy. We are conveniently located in the center of Georgia at I-75 and I-475, and are a 3-to-5-day truck drive from any major city in the United States. Moreover, our region offers a growing workforce of approximately 433,000 within a 45-minute drive radius. So, why not Macon-Bibb County?



Macon MSA Population:

233,704



Available Workforce:

565,413

(60-mile radius)



The Macon Water Authority has a **5.8 billion-gallon** reservoir at full pool and water capacity of

20 MILLION

gallons a day.



Incentive packages

for every investment are created with the individual project in mind.



Approximate miles from major cities:

Atlanta	80
Savannah Port	180
Orlando	360
Miami	590



7 colleges and technical schools are within a 45-minute drive.



82%

of commercial markets are within **two shipping days** of Georgia.



Norfolk Southern Railroad's

largest switching yard

in the Southeast is here.

Community Partners



With the aid of our partners at regional, state, and local levels, the Macon-Bibb County Industry Authority (MBCIA) fosters a competitive business environment for diverse industries to thrive.

Through these valued partnerships, we develop incentive packaging for each investment with the individual industry in mind. Should an industry need help with infrastructure, sales tax exemption, and local vendor programs, we can assist through MBCIA's government and state partnerships.

These relationships help achieve mutual business goals and enhance the economic well-being of Macon-Bibb County. Our strategic partnerships also allow local industries to enjoy access to facilities, equipment, and workforce-based programs that otherwise would be out of reach.



MBCIA Is Now an Accredited Economic Development Organization (AEDO)



The Macon-Bibb County Development Authority (MBCIA) was selected as one of only 67 economic development organizations in North America to achieve AEDO accreditation through the International Economic Development Council (IEDC) — a non-profit, non-partisan membership group serving economic developers.

The AEDO Program recognizes and validates the professional excellence of economic development organizations like MBCIA. Earning the AEDO accreditation informs the community and future industry prospects that MBCIA has attained a measure of excellence ensuring that the IEDC's trust is well placed, and that MBCIA will facilitate an environment for success.

A peer review group scrutinized MBCIA from top to bottom. This accreditation reinforces the commitment of our board and employees to provide transparency and accountability to the citizens of Macon-Bibb County.

"MBCIA has put processes in place over the last few years to build the trust of our community and organizations that make Macon-Bibb County their home," says Robby Fountain, MBCIA Chair. "The hard work doesn't stop here. Along with our strategic partners, MBCIA will continue to work hard for our industries."



**ACCREDITED
ECONOMIC
DEVELOPMENT
ORGANIZATION**
International Economic Development Council



INTERNATIONAL
ECONOMIC DEVELOPMENT
COUNCIL

A Word from Pat Wilson, Commissioner, Georgia Department Of Economic Development



Throughout the fiscal year 2022, our organization was pleased to once again support our Macon-Bibb County economic development partners. During the pandemic, we saw the completion of the Dean Baldwin Painting hangars at Middle Georgia Regional Airport, expansions at Kumho Tire of Georgia and Schnitzer Steel Industries, the post-fire rebuilding by Middle Georgia Freightliner-Isuzu, and the arrivals of Mitsubishi Heavy Industries RJ Aviation Group, Fine Fettle Dispensary, and Agile Cold Storage in Macon-Bibb County.

These seven projects — four new, two expansions, and a reconstruction — represent exactly what Central Georgia offers growth-seeking businesses. Together, these industries made a combined investment in Macon-Bibb County of \$252.8 million, generating over 1,000 new jobs.

Site selectors, business leaders, and entrepreneurs see countless opportunities in Macon-Bibb County. Our Global Commerce team, Center of Innovation, project managers, and Rural Georgia initiatives are some of the ways we work to further the Macon-Bibb County Industrial Authority's efforts to help keep Georgia the #1 state for business.



*Pat Wilson,
Commissioner
Georgia Department of Economic Development*



Successes: Introduction

Our 60th year has been a busy one. Between the fiscal year consisting of July 1, 2021 through June 30, 2022, the Macon-Bibb County Industrial Authority (MBCIA) generated \$252.8 million in private investments and created more than 1,000 new jobs — with 15,000 existing jobs retained by the Top 70 industries.

Existing industries that provided additional jobs included local employers Schnitzer Steel Industries and Kumho

Tire of Georgia. New industries to Macon-Bibb County had openings of Dean Baldwin Painting and MHI RJ Aviation Group — along with new-construction commitments from Fine Fettle Dispensary and Agile Cold Storage.

We gratefully acknowledge that a large portion of MBCIA's annual funding comes from Macon-Bibb County.



Successes:

Existing Industry Introduction

Our Existing Industry Program is a significant part of the economic development activities carried out by the Macon-Bibb County Industrial Authority (MBCIA). This dynamic program spearheads MBCIA's coordination with local and state partner agencies in an ongoing effort to maintain and cultivate relationships with our community's existing industries.

An industry's success in Macon-Bibb County directly benefits the entire community. Partnering with existing local industries, our goal is to foster business growth and improved living standards by matching business needs with local and state resources.

Through our Existing Industry Program, the current 200+ industries located here benefit from a variety of programs and services. A diverse group of businesses is positioned to succeed with Macon-Bibb County's thriving business environment, a robust pool of qualified workers, and an unmatched quality of life.

In addition, MBCIA connects industries with local educational resources including Middle Georgia State University, Central Georgia Technical College, and the Bibb County Schools Career, Technical, and Agricultural Education (CTAE) programs.



Successes: Existing Industry

Kumho Tire of Georgia

“ We are thrilled about the expansion of Kumho Tire USA in Georgia. This is great news for our team members and the Macon-Bibb community.”

— Keith Lolley, Director of Human Resources, Kumho Tire of Georgia

Kumho is expanding their current facility to add approximately 20,500 square feet. The expansion includes a huge technology upgrade with a new Automated Production Unit (APU) that will help boost product quality and manufacturing efficiency.

The total investment was \$21.8 million and is part of a strategy to increase Kumho's global production capacity ahead of the growing demand, thus ensuring product availability for customers and support for continued growth partnerships in the North American market.

The Macon-Bibb County Industrial Authority brought Kumho Tire USA's first North American manufacturing facility to Macon-Bibb County in 2016. That facility was a \$600 million investment at approximately 1 million square feet and generated over 400 new jobs.

Headquartered in Atlanta, Georgia, Kumho Tire USA is the American sales, marketing, product development, and distribution arm of Kumho Tire Co., Inc. The company currently operates eight manufacturing facilities in the United States, as well as others in Korea, China, and Vietnam.



Successes: Existing Industry

Schnitzer Steel Industries

Schnitzer Steel Industries has commissioned a new state-of-the-art Advanced Aluminum Separation System in Macon-Bibb County, the first of its kind in Georgia. With a total investment of \$11 million, the new 32,000 square foot facility features a processing and storage building, as well as extensive paving renovations, a new stormwater retention pond, and the extension of two new rail spurs within the facility. At full capacity, the company plans to fill an estimated 200 new positions.



The new facility is expected to process and produce millions of pounds of material per month, thereby making Macon a hub for Schnitzer's aluminum recycling program — one of the largest in the United States. By recycling scrap metal, the company diverts and reuses millions of tons of material each year that might otherwise be destined for landfills — while serving the growing demand for locally sourced aluminum products, including from the automotive industry.

To provide better access to the Schnitzer site, the Macon-Bibb County Development Authority collaborated with the Georgia Central Railroad and the Macon Water Authority to identify a funding source, as well as to complete road and rail infrastructure improvements. These efforts bolstered Schnitzer's decision to expand here.

“Schnitzer has been a contributing member of the Macon-Bibb community for over 100 years. This location is ideal for our new technology investment because of the region's strong transportation infrastructure, the central location to service domestic aluminum consumers such as the automotive industry, and the close proximity to Georgia ports with access to export markets — plus strong community leadership and a growing labor force.”

— Pedro Orbezo, Vice President of Metals Technology, Schnitzer Steel Industries, Inc.



Successes:

New Industry Introduction

Our New Industry Program is another major part of the Macon-Bibb County Industrial Authority's economic development efforts for our region. We are happy to welcome Mitsubishi Heavy Industries (MHI RJ) Aviation Group, Dean Baldwin Painting, Fine Fettle Dispensary, and Agile Cold Storage to our robust business community, and we wish them much success here.



Successes: New Industry

Dean Baldwin Painting

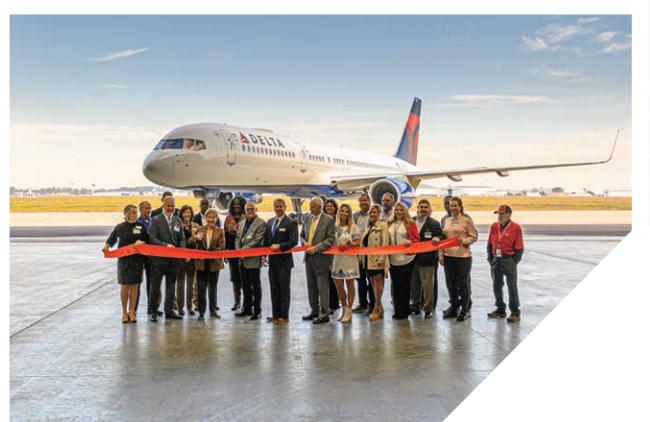
“ Not only does this new facility address our need for more capacity, it also places us closer to potential and current customers in the Southeast.”

— Barbara Baldwin-McNulty, CEO,
Dean Baldwin Painting



Construction was completed on Dean Baldwin Painting's 187,000+ square foot office, warehouse and aircraft ramp space in June 2021. This new project represented a \$20+ million private investment and will bring up to 115 new jobs to the Macon-Bibb area. It marks the first new construction at Middle Georgia Regional Airport since the 1980s.

The facility is specifically designed for aircraft painting services for military and commercial customers. In addition to separate warehouse and administrative areas, the facility has four full-service strip and paint bays. Three of the bays will accommodate narrow body aircraft such as



the Airbus A321 and the Lockheed C-130 aircraft. A fourth bay will service the larger Boeing C-17 Globemaster III and the Boeing 767 aircraft.

The new facility also has air filtration systems and a water treatment processing plant. Dean Baldwin Painting marked the official start of operations by receiving its first aircraft, a freighter, into the four-hangar facility. The company broke ground in March 2020, at the start of the pandemic.

Successes: New Industry

Mitsubishi Heavy Industries Regional Jet (MHI RJ) Aviation Group

“ One of the core values of MHI RJ is building enduring partnerships, and with this new facility, we are building long-lasting partnerships with our customer, Endeavor; our employees, and Macon-Bibb County.”

— Hiro Yamamoto,
President & CEO, MHI RJ

MHI RJ Aviation Group opened its new facility in Macon-Bibb County, projecting up to four additional lines to its Maintenance, Repair, and Overhaul (MRO) network. The expansion ensures the company's foothold in the booming aerospace community of Macon and, in a wider spectrum, of North America.

Solidifying MHI RJ as the world's largest Regional MRO network, the new facility is located at Middle Georgia Regional Airport, providing quick access for airlines. The new industry brings approximately 200 jobs to our community at full capacity, and hiring efforts are actively underway.

Macon-Bibb County is the epicenter of the larger aerospace cluster in Georgia. It is also strategically placed with the other two MHI RJ Service Centers in West Virginia and Arizona, serving the Eastern and Western U.S. corridors. By expanding in our region, the international organization intends to establish its service offering in the Southern U.S. corridor.



Successes: New Industry

Fine Fettle Dispensary



Fine Fettle Dispensary (FFD) was selected by the Georgia Access to Medical Cannabis Commission as one of six companies (chosen from 69 applicants) to provide low-THC oil to the patients of Georgia. FFD is building a state-of-the-art, GMP-certified medical cannabis cultivation and production facility in Macon-Bibb County.

The new facility will be located on more than 10 acres of land in the Ocmulgee East Industrial Park, which is owned by the Macon-Bibb County Industrial Authority (MBCIA). Construction of the new facility is expected to invest \$30-50 million in the local economy, and FFD has guaranteed a majority of these funds will be spent with local and minority businesses.

Once operational, FFD will create nearly 100 good-paying jobs with high-, medium-, and low-skill positions that offer healthcare, employee-sponsored retirement plans, and very competitive salaries. The facility will

“ We are confident Georgia can and will become the premier medical marijuana program in America, and we can't wait to bring these positive elements to Macon-Bibb County, thereby creating strong partnerships, bonds, and economic growth for the community.”

— Jeremy Fort, CEO,
Fine Fettle Dispensary (FFD)

have security measures that ensure public safety. In addition, FFD is committed to being deeply involved with the Macon-Bibb community.

The project for this new facility began in late 2019, when FFD approached MBCIA in their search for a suitable site to meet the application requirements of the Georgia Access to Medical Cannabis Commission.



MBCIA Receives CiCi Award

For its involvement with Fine Fettle Dispensary's arrival in Macon-Bibb County, MBCIA received a CiCi (Corporate Investment and Community Impact) Award from the Trade & Industry

Development organization, which serves executives within specific vertical industries. FFD will have a great impact on not only Macon-Bibb County, but on Georgia as a whole. This project was one of only 14 chosen during the 16th Annual CiCi Awards.

Successes: New Industry

Agile Cold Storage

The Georgia-based company announced the start of construction on a cold storage warehouse in Macon-Bibb County, their third such facility in our state. Phase I of the 275,000 square foot, multi-temp facility is targeted to open during the summer of 2023. Over the next three years, Agile Cold Storage plans to invest more than \$150 million in the construction of the facility to support the domestic and export markets.

The state-of-the-art facility will use automation where possible to make the work environment safer and more efficient for its team members. Agile's experienced management team and best practices will allow for reliable, efficient, and flexible receiving, storage, import/export, distribution, and shipping of their customers' products.

In addition, the facility will include frozen and deep-freeze temperature zones to ensure products are blast-frozen and maintained at the highest levels of quality in accordance with industry specifications and government regulations.

Agile's presence in our community will contribute to Georgia's major cold storage investment and growth. Combined with our state's extensive air, rail, port, and interstate logistics network, the Macon-Bibb County area continues to provide a competitive advantage for companies located in Georgia.

“ We are very excited to grow our footprint here in Macon-Bibb County, and to be able to create jobs in our home state. When we looked around the Southeast for the ideal location for our next facility, Macon really stood out because of its strategic location near the port of Savannah and along major interstates, as well as the growing population in the Southeast.”

— Don Schoenl, President & CEO
Agile Cold Storage



A Look Back

Six Decades of Progress for MBCIA and Macon-Bibb County

1980

MBCIA acquired and developed Ocmulgee East Industrial Park, including Joe Tamplin Industrial Boulevard, now home to over a dozen businesses and employers.



MBCIA welcomed the first international corporation to the Macon-Bibb family with YKK opening its doors in 1974. MBCIA's first major collaboration with Macon Water Authority (MWA) successfully secured Brown and Williamson. GEICO was recruited to locate its new regional headquarters and offices in Macon in 1974.

1970



The "704 Fund" was established at the state level, paving the way for the Tri-Party Intergovernmental agreement between MBCIA, MWA, and Macon-Bibb County to develop and enhance industrial sites.

1990

2000

I-75 and Sofkee Business Parks were developed, and MBCIA successfully recruited Tyson, Kumho Tire, and Nichiha.



2020

MBCIA kept on flying high with the successful development of the Macon Regional Airport parcels and secured numerous aerospace companies including Dean Baldwin Painting, MHI RJ, and Embraer



A strong decade for economic development with the recruitment of Tractor Supply, FedEx, Amazon, and Irving Consumer Products. MBCIA also supported two expansions for Graphic Packaging.

2010

Our New Look

As our tagline proclaims, the Macon-Bibb County Industrial Authority (MBCIA) has been "Growing Industry Since 1962." We marked our 60th anniversary with an updated logo and website that connect the dots from our familiar look to a more dynamic one.



The rebranding effort moved us towards creating organic content, and telling Macon-Bibb County's success story in an engaging way that reflects our 60th anniversary hashtag, #MACONOPPORTUNITIES.

To add vibrancy, we changed the logo colors from muted green and brown to a bold green and blue. We also shortened the name in our logo to "MBCIA," and set it in lowercase for a more modern feel. To maximize the logo's versatility across various platforms and media, we created numerous applications, such as vertical and horizontal formats, and dark and light options.

We further extended the MBCIA brand by applying the logo's newly designed angles to print and digital collateral. The angles help reinforce the ideas of "progress" and "forward momentum."

Along with redesigning and rewriting our website, we ramped up MBCIA's social media and Google Analytics. Across the board, in FY 2022 our social media platforms performed higher than in FY 2021. The rebranding effort contributed to the growth of every metric. "Community Partnerships" and "Macon Updates" gained the highest engagement across multiple platforms.



Moving Forward

I have always believed that the future success of the Macon-Bibb County Industrial Authority (MBCIA) is Macon-Bibb County's as well. Being a lifelong resident who was born here, "#MACONOPPORTUNITIES" holds a special meaning for me. MBCIA is in the relationship business, winning trust among prospective companies and industries so that they, too, will want to call our home their home.

In today's economy, businesses have been expanding their footprints. Macon-Bibb County is tightly interconnected to the global market. Many products made here are shipped to the rest of the world — such as egg cartons, zippers, beer casings, tissues, and pickles, among a list that just keeps growing.

Over the past couple of years, our efforts have been very successful, despite the pandemic. Jobs solve so many of the societal problems we have; that is why we are in the job business. MBCIA helps our community get more people educated, trained, and prepared for tomorrow's opportunities with our Workforce partners.

In this, our 61st year of job development, we continue bringing employers to schools and events

like job fairs. Every single industry here is hiring for good-paying jobs that provide a living wage. Macon-Bibb County abounds in opportunities to work your way up and go anywhere.

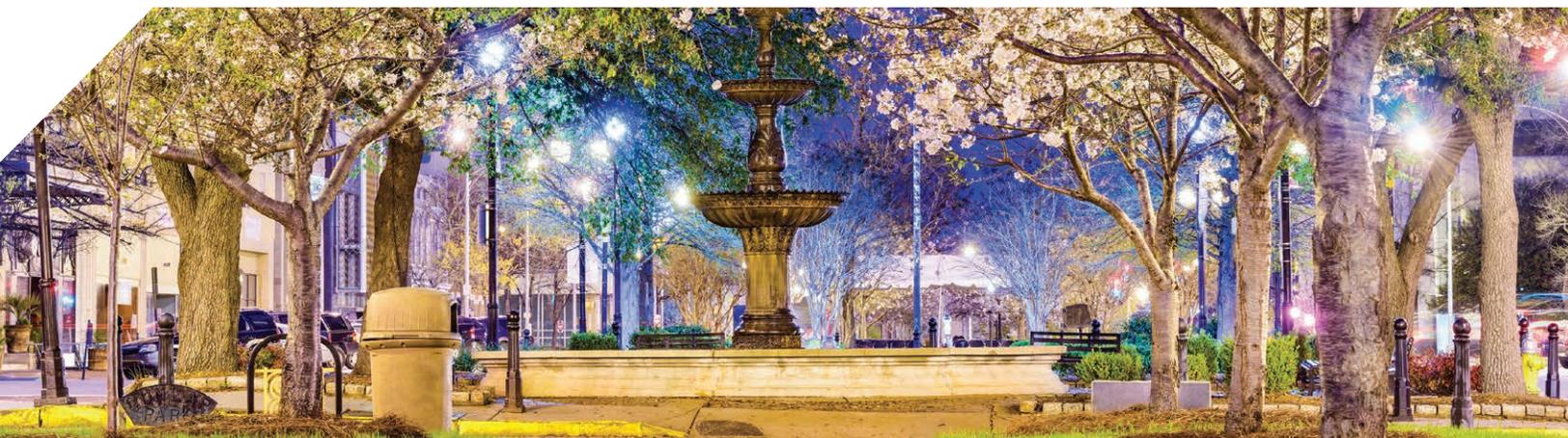
A four-year degree is not always required, as many employers will train from the ground up right out of high school. For jobs that require a college education, MBCIA partners with other community organizations to make it possible for our young people to learn, train, and prosper.

As we look toward a vibrant future (and to a robust fiscal-year 2023), I want to acknowledge the many recent groundbreaking, grand openings, and major announcements in Macon-Bibb County as a sign of what's to come: the Macon Amphitheater, Hotel 45, the Otis Redding Center for the Arts, and Ocmulgee Mounds National Historic Park.

We are excited about doing an even better job as MBCIA moves into its seventh successful decade of helping grow #MACONOPPORTUNITIES.



Stephen Adams, Executive Director





mbcia
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#MACONOPPORTUNITIES

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