



## EXECUTIVE DIRECTOR REPORT

The Macon-Bibb County Industrial Authority wrapped up a very successful 60th year in 2022 and we are excited to see what comes as we kick off 2023. Almost immediately after the start of the new year our Chairman, Robby Fountain, was named one of Georgia Trend's 2023 100 Most Influential Georgians. Congratulations Chairman Fountain! You have led the Macon-Bibb County Industrial Authority to great success, attracting nearly \$2 billion in new private investment since 2017.

On the note of leadership, we are also excited to officially welcome Ron Shipman to the MBCIA Board of Directors. Shipman is also currently serving as the Interim Executive Director of the Macon Water Authority. Prior to that, Shipman spent 36 years with Georgia Power Company, working his way up from a Nuclear Chemistry Technician & Environmental Specialist at the Edwin I. Hatch Plant in Baxley to Vice President of the Southwest (Central) Region, based in Macon, until his retirement in 2020.

## EXISTING INDUSTRY MANAGER REPORT



At our Holiday Mixer on December 12th, more than \$3 million was presented to the Macon-Bibb County Board of Education and Macon-Bibb County Board of Commissioners by the Macon-Bibb County Industrial Authority.

The checks presented, valuing \$1,607,443 and \$ 1,527,672 respectfully, are for the 2022 Payment in Lieu of Taxes (PILOT) program.

The PILOT program is a tax incentive designed to restructure the burden for companies interested in relocating or expanding to the Macon-Bibb area. This, in turn, lowers the tax burden for the citizens of Macon-Bibb County and increases the quality of life. The 2022 PILOT payments are the largest since the program began in 2016. The \$1,607,443 payment to the Board of Education is a 463% increase and the \$1,527,672 payment to the Board of Commissioners is a 519% increase over the inaugural payments. Over the past five years, almost \$11 million has been generated.



Ron Shipman has officially joined the Macon-Bibb County Industrial Authority's Board of Directors. We are very excited to welcome him to the team.

**Are you up to date on all things Macon-Bibb Industry? Make sure you are subscribed to our newsletter and follow our social media!**

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# PROJECT MANAGER REPORT

*A letter from Gary*

I didn't know much about the history of the Macon-Bibb County Industrial Authority when I started back in December 2020. Over the past two years, I have gained perspective on the interesting history of MBCIA, mainly because the season we are in now is unprecedented. Since Irving Tissue's arrival in 2017 the floodgates opened and the value of our strategic location of being "The Heart of Georgia" would be known around the country, as well as internationally. Our designation as the country's most business-friendly state has produced an amazing haul over the last five years.

I had to learn how to fill out Requests for Proposals (also known as Request for Information or RFI) very quickly. This is a company looking for information on our city, county, and state. We are given the scope of the project, most often without revealing who the company is. The RFI includes the acreage required, energy parameters, and workforce availability. I had to learn how to do this quickly because they were coming almost every week. The quick math would be that I have filled out over 100 of these on the limited tracts we own in 24 months. Even now, of our remaining tracts, we have multiple RFI's pending on each one. Never has this happened before in Macon-Bibb County. Just to get some perspective, we had eight tracts in Ocmulgee East Industrial Park when I started that have sat idle since the inception of the park in the mid-80s. With Agile Cold Storage, Fine Fettle, SAIA and Buddy's Truckstop moving in, we now only have four.

I was listening to MBCIA veterans remembering the past at one of our holiday parties. They were recalling the mad scramble to welcome an incoming prospect because they were so few and far between. There was no margin for error, and no opportunity was wasted. It was an amazing thing when a company chose Macon-Bibb County as their home. Now, it still is, only we have relocated four this year alone and even turned down several.

This is a season like no other and, like all seasons, it will come to an end. What has transpired over the last five years is a beautiful consequence of solid insightful leadership.

Best,  
Gary

Follow MBCIA on all social platforms for updates on current activities, industry updates, and Macon-Bibb County to-dos!

## PROJECT MANAGER LUNCHEON



[Click here to see the Facebook post.](#)

We are #MaconOpportunities all over the state! The MBCIA team travelled to Atlanta in December to host our annual Project Manager Appreciation Luncheon.

At this luncheon we are able to connect with and show our appreciation to the project managers who we collaborate with to bring industry to Macon.

We are grateful for our partnership with Georgia Department of Economic Development, Georgia Power, Georgia EMC and ECG and their dedication to helping us bring industry to Macon.



[Did you catch the #12DaysOfMBCIA? If not, be sure to watch our video year in review series on our social!](#)



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