

# Growing Macon-Bibb with Global Reach and Local Impact

**MBCIA 61<sup>ST</sup>  
ANNUAL  
REPORT**

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**MACON-BIBB, GEORGIA  
FISCAL YEAR  
REPORT**



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COVER: We are pleased to feature on this year's cover Coca-Cola Bottling Company UNITED. As a cornerstone of our local industry this iconic establishment represents the past, present, and future of industry in our community. We extend our sincere gratitude to Coca-Cola Bottling Company UNITED for allowing us to capture and share this snapshot of their expansion.



## The Macon-Bibb County Industrial Authority (MBCIA) Board of Directors welcomes you to our 61st Annual Report.

MBCIA kicked off its seventh decade of service by further developing relationships with our community partners, project managers, and industry leaders as well as bolstering existing industries that are expanding.

Our region 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. Local businesses are fully open, existing industry is thriving, and new industry continues to bring new opportunities to our area.

Last year, MBCIA continued to attract new economic and job opportunities, with a mission focused on global reach and local impact, aimed at promoting the growth of Macon-Bibb County and enhancing our quality of life. We concluded the fiscal year 2023, which ended on June 30, 2023, with prospect activity remaining steady at 14 open projects – collectively representing \$305.7 million.

Here are highlights of our achievement-focused activities:

- 2022-23 fiscal year saw significant investment being put back into our community. Macon-Bibb County has followed this encouraging pattern with redevelopment projects such as the new 10,000-seat Macon Amphitheater, to be located southeast of the Macon Mall.

- The success of 2022-2023 allowed us to support the Ocmulgee Mounds National Park project, Georgia’s first National Park, which will in turn further our community’s tourism, development opportunities and quality of life.
- Our bi-annual Developers Days showcased the many attractions of Macon-Bibb County to key economic development partners, while our bi-annual Industry Partners Luncheons and Community Partner Bus Tours connected local leadership and local existing industries. Attendees gained insights, growth strategies, and networking opportunities with fellow leaders from community partner organizations in Macon-Bibb County.
- We continued developing the land MBCIA owns at the I-75 Business Park and Airport East Industrial Park, readying GRAD-certified tracts for farmers to utilize until the land is sold to industry.

Our Board wishes to thank all of our partner agencies for their ongoing and invaluable support of our strategic economic development activities. Now into our seventh decade, MBCIA keeps on creating new **#MACONOPPORTUNITIES**.

Robert E. Fountain, Jr., Chair

# Our Mission

As Middle Georgia's lead agency for attracting new business development to our area, the Macon-Bibb County Industrial Authority (MBCIA) and its strategic community partners foster a business-friendly climate that allows everyone to 'Experience the Macon Advantage.'

Since our founding in 1962, MBCIA's mission has been to promote growth by creating jobs, retaining jobs, and increasing the tax base. Taking a proactive approach that combines global reach with local impact, we strive to provide our wonderful community with diverse industries that bring economic benefits and improved quality of life for residents and visitors alike.

Since 2017, MBCIA has generated more than **\$1.87 billion** in private investments and created **3,400 new jobs** from a diverse and growing array of industries here in Macon-Bibb County. Catalyzing job growth and strengthening corporate infrastructure among local industrial parks play a vital role in MBCIA's longstanding economic development track record.

MBCIA is proud to support a community as vital as ours. As we reflect on another productive 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 appointment from the Macon Water Authority.



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



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



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



**Ron Shipman, Member**  
Executive Director, Macon Water Authority



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



**Cassandra Miller-Washington, Ph.D., Member**  
Executive Director of CTAE/ CEO, Bibb County Public School District

**A Thank You 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. Having successfully completed our 60th year helping businesses Experience the Macon Advantage, we look forward to a continued partnership as we Grow Macon Opportunities in our seventh decade of service.

## STAFF

**Stephen Adams**  
Executive Director

**Eleyce Coleman**  
Existing Industry Manager

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

**Lillie Battle**  
Administrative Assistant & HR Coordinator

**Baleigh Fleming**  
Business Operations & Finance Manager

**Torri Roberson**  
Data Coordinator

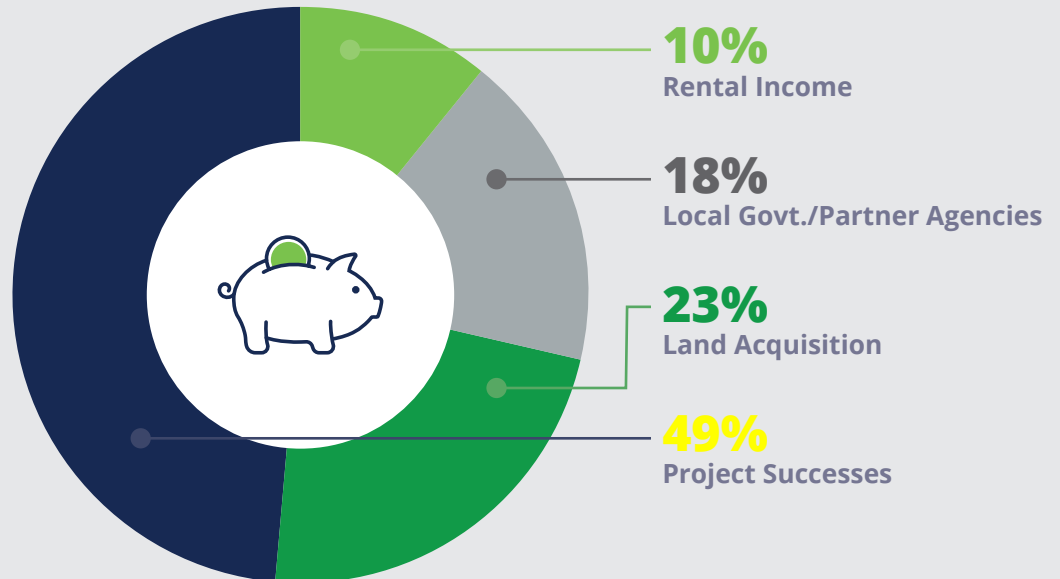
**Gary Wilson**  
Project Manager

**Raymond Simmons**  
Facilities Manager

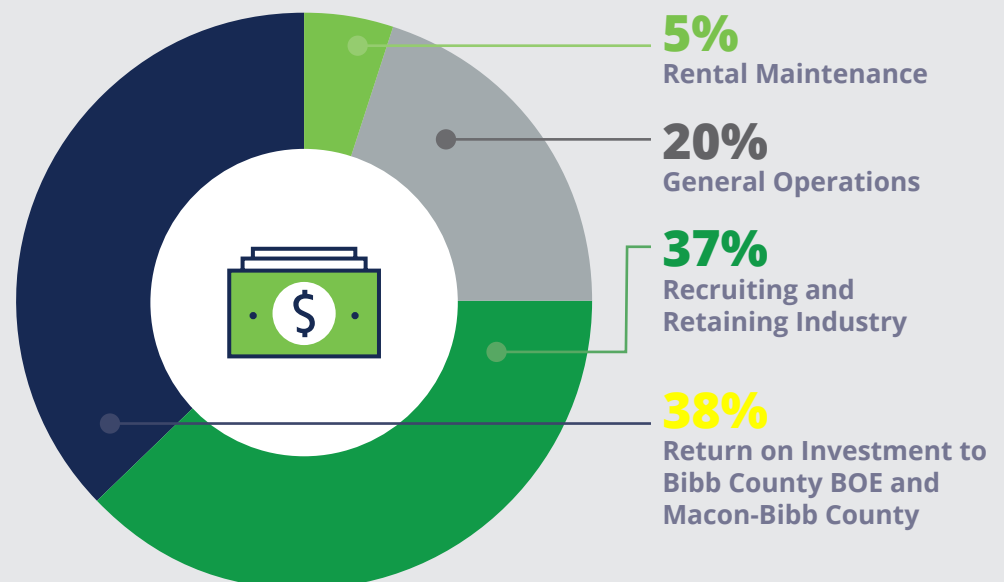
# Our Funding

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

## How We Are Funded



## How We Spend Our Funding



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 area's quality of life.

# Why Macon-Bibb County?

Together with regional, state, and local partners, MBCIA facilitates a proactive environment for businesses of all types and sizes to succeed. Macon-Bibb County's post-pandemic vibrancy has continued to see net business growth. Over the past fiscal year, these businesses included Coca-Cola Bottling Company UNITED, YKK AP America, BrightFarms, and Boogook Georgia, LLC.

With strong global demand being robust, Middle Georgia remains an international hub for manufacturing, transportation, and warehousing. Over the past fiscal year, MBCIA generated \$411.8 million in private investments and 530 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, I-475, and I-16, and are a 1-to-3 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-Bibb County Labor Force Numbers:

(BLS JAN. 2023)

Labor Force: <b>65,709</b>	Employed: <b>63,093</b>	Unemployment Rate: <b>4%</b>	Drive-In Jobs: <b>50,323*</b>
Drive-Out Jobs: <b>26,399*</b>	Live and Work In County Jobs: <b>33,818*</b>	Population Within 60 Miles of Macon: <b>1,268,295</b>	Employed Within 60 Miles of Macon: <b>437,379</b>

### Macon-Bibb MSA Labor Force Numbers:

(BLS JAN. 2023)

Labor Force: <b>99,921</b>	Employed: <b>96,155</b>	Unemployment Rate: <b>3.8%</b>
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\*(OnTheMap, All Jobs)



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 **39.9 million** gallons a day.



### Incentive packages

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



Approximate miles from major cities:

Atlanta	<b>80</b>
Savannah Port	<b>180</b>
Orlando	<b>360</b>
Miami	<b>590</b>



**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 prosperity of Macon-Bibb County. Our strategic partnerships also allow local industries to enjoy access to facilities, equipment, and workforce-based programs that would otherwise be out of reach.



SUCCESSSES

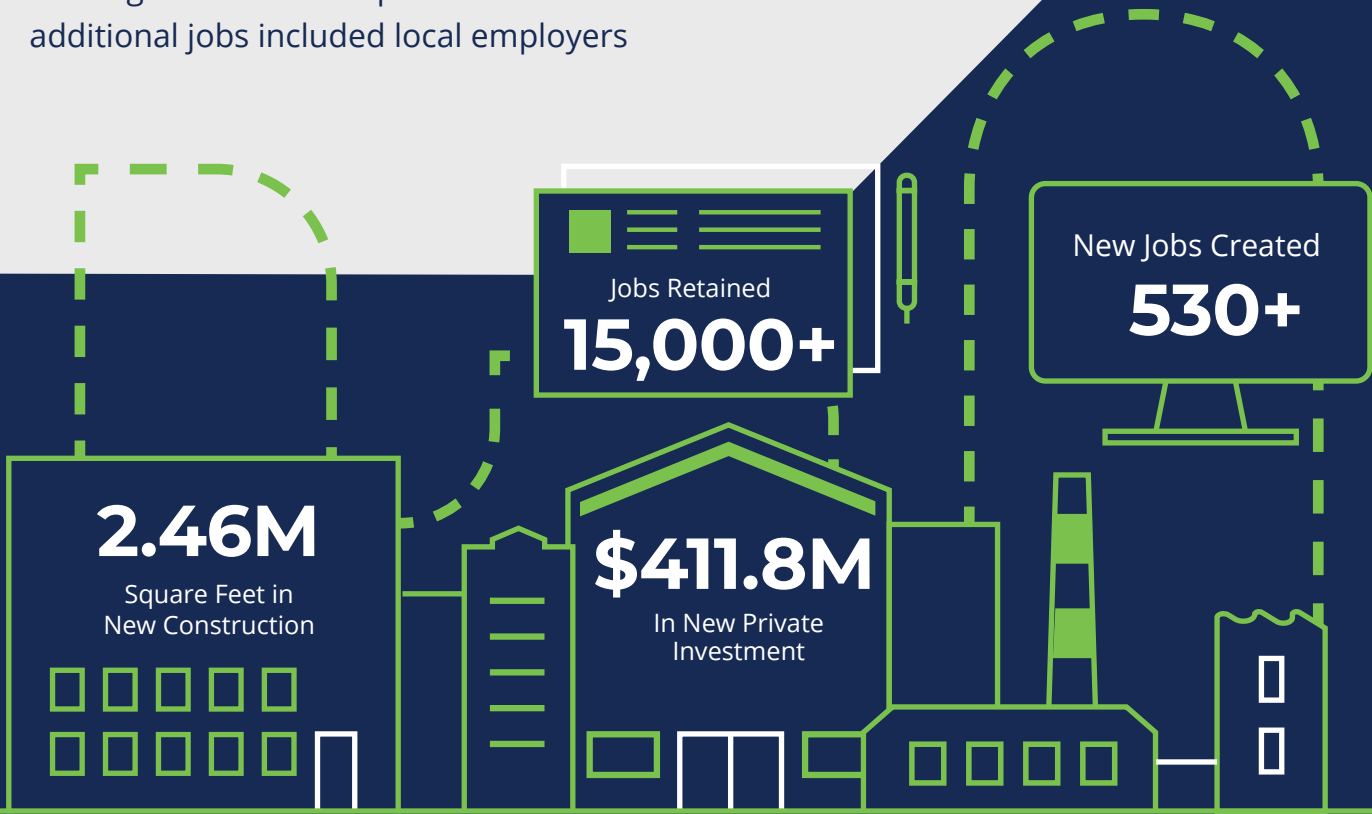
# Introduction

The first year of our seventh decade of service to the community was a productive one. Between the fiscal year consisting of July 1, 2022 through June 30, 2023, the Macon-Bibb County Industrial Authority (MBCIA) generated \$411.8 million in private investments and created more than 530 new jobs – with 15,000 existing jobs retained by the Top 70 industries.

Coca-Cola Bottling Company UNITED and YKK AP America. New industries to Macon-Bibb County were BrightFarms and Boogook, Georgia LLC. New construction totaled 2.46 M square feet.

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

Existing industries that provided additional jobs included local employers



**SUCCESES** 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 effort spearheads MBCIA's coordination with local and state partner agencies in an ongoing effort to maintain and cultivate relationships with 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 and twice-yearly Industry Partners Luncheons, Macon-Bibb's current 70+ industries benefit from a variety of opportunities and services. A diverse group of businesses is positioned to succeed with our area's thriving business environment, robust pool of qualified workers, and 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.

SUCSESSES EXISTING INDUSTRY

# Coca-Cola Bottling Company UNITED

“ This expansion will enable us to provide a higher level of service and is a tangible example of our commitment to Macon-Bibb County and surrounding communities for years to come.”

— Eddie Cummins, Macon Sales Center Manager, Coca-Cola Bottling Company UNITED

Coca-Cola Bottling Company UNITED (CCBCU) has officially broken ground on an \$85 million expansion of its Macon warehouse by approximately 260,000 square feet, along with installing the cutting edge Vertique warehousing system, which is among the most advanced in the beverage industry.

The expansion will optimize distribution operations that benefit associates, customers, and communities in the greater Macon-Bibb area, and is expected to add 50 new jobs to the current approximate 228.

In addition, each year, the CCBCU’s Macon bottling facility makes important financial investments to support local education, community development, sustainability, and non-profit organizations.

The Macon facility serves 18 counties, selling and distributing about 7.2 million cases of Coca-Cola products annually. Founded in 1902, CCBCU is the second largest privately held Coca-Cola bottler in North America and the third largest bottler of Coca-Cola products in the United States.

Now with its fifth generation of family working in the business, CCBCU has over 10,000 associates across more than 50 facilities in Alabama, Florida, Georgia, Louisiana, Mississippi, and Tennessee.



**SUCSESSES** EXISTING INDUSTRY

# YKK AP America

A technology-oriented manufacturer of commercial facade systems and residential windows and doors, YKK AP America is investing up to \$125 million with an expansion in Macon-Bibb County that will include a new manufacturing facility for residential window production capabilities, along with additional machinery and equipment.



The Macon facility will become home to the company's residential division, which manufactures vinyl windows and doors for builders and homeowners. Featuring new technologies, advanced sustainable manufacturing processes, and enhanced work environments for employees, the expansion will serve as a model plant for YKK AP's future North American facilities. Operations are expected to begin in early 2024.

The company's new state-of-the-art facility will be located at the I-75 Business Park, a Georgia Ready for Accelerated Development (GRAD) certified site. Upon expected completion in early 2024, YKK AP will relocate its operations and employees from Ocmulgee East Industrial Park to the new facility.

Senior Project Manager Candice Scott represented the Georgia Department of Economic Development's Global Commerce team along with the Macon-Bibb County Industrial Authority and Georgia Power, on this competitive project.

Headquartered in Atlanta, all of YKK AP's building products are manufactured in the company's world-class Georgia production facilities in Macon and Dublin, as well as in Lakeshore, Ontario. Together with subsidiary brand Erie Architectural Products, the company serves architects, glazing contractors, homebuilders, and resellers across the nation, and is a subsidiary of YKK AP Inc., a global architectural products brand based in Tokyo, Japan.

“ We're excited to be able to increase our investment in the hometown of our residential products business, Macon. It builds toward our long-term vision of becoming the leader in the residential window and door market – and positions us to expand our business in and beyond the Southeast region.”

— Oliver Stepe, President, YKK AP America Inc.



SUCCESSES NEW INDUSTRY

# Introduction

Our dynamic New Industry Program is another major part of the Macon-Bibb County Industrial Authority's economic development efforts to grow our region. We are happy to welcome **Boogook Georgia, LLC** and **BrightFarms** to our robust business community, and wish them much success here.



**SUCCESSES** NEW INDUSTRY

# BrightFarms



“ Today’s U.S. salad supply chain is not sustainable, with over 95% of all leafy greens grown in two centralized, water-depleted regions on the West Coast. At BrightFarms, we grow our greens where people consume them, 365 days of the year. Our new greenhouse in Macon will help allow us to continue delivering the freshest, cleanest, and most responsibly grown produce – while providing fair, equitable wages and benefits to the agricultural workers who feed America.”

— Steve Platt, CEO, BrightFarms

In response to consumer demand that will reach two-thirds of the U.S. population and increase revenue 10 times by 2025, national indoor farming industry leader BrightFarms has broken ground for a regional hub facility in Macon.

The new local BrightFarms facility is one of four new greenhouses being built to provide more people with sustainably grown leafy greens in the eastern and central U.S. Like the other facilities, the Macon greenhouse will create more than 250 new jobs in the agricultural sector, for a total of 1,000 at full scale.

The brand’s greenhouse model puts sustainability at the forefront. By growing in a controlled, automated environment – near the point of consumption – the BrightFarms greenhouses use less water, land, and shipping fuel, plus zero pesticides, compared to field-grown produce.

Cox Enterprises acquired BrightFarms in 2021. The acquisition marked the first purchase of an indoor agriculture technology company by a blue chip investor, not only making the brand’s rapid expansion possible, but also signaling a significant environmental shift in the growth of the controlled-environment agriculture (CEA) industry.



## MBCIA Receives CiCi Award

For its involvement with the arrival of BrightFarms in Macon-Bibb County, MBCIA received a CiCi (Corporate Investment and Community Impact) Award from Trade & Industry, a development organization serving executives within specific vertical industries. BrightFarms will have a significant impact not only on Macon-Bibb County but also on Georgia as a whole. This project was one of just 15 chosen at the 17th annual CiCi Awards.

**SUCSESSES** NEW INDUSTRY

# Boogook Georgia, LLC

“ Our leadership recognized the unique opportunity to support our South Korean automotive manufacturing partners more locally. Expanding operations to Macon-Bibb County will be a driving force for our ability to serve the southeastern United States, and we look forward to a successful partnership with MBCIA.”

— Joong Suk Oh, CEO,  
Boogook Georgia, LLC

Boogook Georgia, LLC, a South Korean automotive supplier specializing in fluid-carrying systems for vehicles, has launched its first U.S. facility here in Macon. The company is redeveloping a huge existing building located within the Macon-Bibb County Industrial Authority (MBCIA) Industrial Park, which Boogook is renting from Industrial Realty Group (IRG).

Strengthening Middle Georgia’s automotive presence, the renovation calls for \$300,000 in leasehold improvements to the former Brown & Williamson (B&W) property as well as a total capital investment of \$6.8 million to support its operation.

Boogook Georgia will create 80 full-time jobs when the facility reopens in 2024, with additional jobs expected. These professional employment opportunities in the automotive sector will be across management, manufacturing, assembly, quality and assurance, and delivery functions.

The decision to bring Boogook Georgia to Macon was partially driven by the proximity of our region to Hyundai Motor’s \$5.5 billion Metaplant in Savannah and Kia’s manufacturing facility in West Point. By helping to increase productivity and overcome supply chain limitations, the redeveloped location at 2600 Weaver Road will ensure seamless connectivity to key transportation routes.



## IRG’s Partnership with MBCIA Boosts Local Development

Transforming and revitalizing our community is well underway, thanks to a dynamic redevelopment of the former Brown & Williamson plant by Industrial Realty Group (IRG), a national development and investment firm known for adaptive reuse of commercial and residential properties, in partnership with MBCIA and Commercial Global Real Estate Services.

The iconic property, now called Macon Interstate Business Park, has been the source of major investment and tenant

expansion since IRG purchased it in 2020. Creating hundreds of new jobs, the revitalized park is currently home to several companies of mainly light industrial and distribution operations.

IRG’s visionary approach has led it to also acquire the site of the former Save-A-Lot building at 7595 Industrial Highway, which is being developed into the new Central Georgia Industrial Center – further bolstering Macon-Bibb County’s standing as a hub for industrial innovation and progress.

LEADERSHIP FEATURE

RECOGNIZING

# Dean Baldwin Painting\*

Ever since moving to Macon in 2020, at a time when the pandemic shut down many companies that were facing financial catastrophe, Dean Baldwin Painting invested \$21 million in constructing four aircraft hangars that created 115 new jobs in Macon-Bibb, and expanded the company's footprint in the southeast. And the minority- and woman-owned business keeps right on going.

"It was a perfect match between Dean Baldwin looking to expand their operations and Middle Georgia Regional Airport (MGRA) needing onsite paint capabilities," says Robby Fountain, chair of Macon-Bibb County Industrial Authority (MBCIA).

During Dean Baldwin's time here so far, president and CEO Barbara Baldwin-McNulty has inspired our business community with an ambitious operational expansion that enhances the paint capabilities one of our airport's strongest industrial sectors: the Maintenance, Repair, and Overhaul (MRO) of large-body planes.

Dean Baldwin is keeping their bays full with work, and is actively seeking to hire more employees. The Macon facility is Dean Baldwin's fifth such expansion in the United States. With Ms. Baldwin-McNulty's persistence, the company has grown from 25 employees and \$140,000 in annual sales to 400 employees and \$30 million-plus in annual sales today.

"I've always taught my children to believe," adds the Dean Baldwin president and CEO. "If you don't believe, you won't get anywhere. You have to work hard, because success doesn't get handed to you. That's why my staff and employees mean the world to me."



## Airport Runway Expansion Continues

Work has begun at Middle Georgia Regional Airport on lengthening the runway and building a new corporate terminal and new hangars. The 40-year effort by local leaders to attract new industry has taken off with a slew of forthcoming airport projects, and more on the horizon. Last year, a groundbreaking ceremony launched the 600-foot extension to expand the main runway – the first step to achieve greater capacity for landing larger passenger aircraft, taking people from Macon to new destinations, and loading cargo planes.

The next step of this initial phase includes building a retaining wall along Avondale Mill Road, which eventually will provide support for a future bridge to lengthen the runway over the road. Plans are also underway for a new air traffic control tower that has received FAA approval. Macon-Bibb County's plans also call for a two-story, 15,000-square-foot building for offices, conference rooms, gathering spaces, and a restaurant.

\*Portions of this article were adapted from an April/May 2023 Women in Business article by Edna Ruiz featured in *Macon Magazine*.

LEADERSHIP FEATURE  
**RECOGNIZING**

# Coca-Cola Bottling Company UNITED

The current \$85 million dollar expansion of Coca-Cola Bottling Company UNITED's (CCBCU) local warehouse by approximately 260,000 square feet is just part of how the company benefits Macon-Bibb County. Along with bottling over 750 kinds of refreshing drinks, CCBCU continually supports many civic and charitable organizations in our community.

Last March, The Mentor's Project of Bibb County hosted a fun Kid's Tour Day at CCBCU, a first-of-its kind event in partnership with the Macon-Bibb County Industrial Authority (MBCIA). Youth from our region learned more about the company and future career opportunities, with an opportunity to ask questions and hear from young professionals at the facility.

CCBCU is committed to helping MBCIA and The Mentor's Project shed light on the array of local jobs that youth in our area can explore, and to help them make meaningful connections with the bottling facility's younger employees.

As part of its 120+-year history here in Macon-Bibb, CCBCU also has been partnering since 2021 with Central Georgia Technical College and the

W.S. Hutchings College and Career Academy to create pathways that generate college and career-ready graduates.

MBCIA is proud to recognize CCBCU not only for investing in their staff and facility but also for creating professional opportunities for our region's next generation of worker. Having companies like Coca-Cola – that not only create jobs but also invest in people – is pivotal to Macon-Bibb County's growth and our continued success as a community.

The Mentor's Project provides role models for encouragement and motivation to eligible Bibb County public, middle, and high school students who need additional support outside their families. The Project assists them in achieving their full academic, social, and personal potential. Mentors stay with their students through high school graduation and help them stay on a positive path toward post-secondary education.



# Community Enriching Events

## Developer Days

MBCIA brought together project managers from across the state to Macon-Bibb County for Developer Days, a bi-annual event that showcases the many attractions of our county and provides a valuable opportunity to connect with economic developers. The March 2023 event featured a comprehensive tour of Macon Water Authority's Amerson Treatment Plant and an immersive exploration of Macon's quality of life, culminating in a memorable Cherry Blossom Festival tailored to the occasion.



## Community Partner Bus Tours

Our Community Partner Bus Tours gathered local representatives from organizations like the Macon Water Authority and Board of Education, as well as elected officials, for an up-close look at the positive economic impact that diverse local industries comprising Macon-Bibb County's broad industrial and economic footprint are having regionally and nationally. The bi-annual events consisted of extensive tours of a sampling of our industrial parks, which are home to a diverse array of 67 industries and provide employment for nearly 15,000 individuals.



## Industry Partners Luncheons

A testament to the power of collaboration, our bi-annual Industry Partners Luncheons united leaders from Macon-Bibb County's existing industries. With the theme, "Uniting for a Brighter Future: Connecting Industry Leaders with Community Leaders," the event offered attendees at Robins North Aerospace Training and Sustainment Center important insights, growth strategies, and networking opportunities with fellow leaders from community partner organizations in Macon-Bibb County.



# Moving Forward

Seeing what Macon-Bibb County Industrial Authority (MBCIA) has helped our business community achieve over the past fiscal year reminds me, as a lifelong resident, what makes this very special place home.

For 61 years, our business at MBCIA has been to grow Macon-Bibb's business with Global Reach and Local Impact. Building fruitful relationships and partnerships wins the trust of prospective companies and industries – and maintains existing ones.

We were excited to watch Dean Baldwin Painting welcome the first of many airplanes into their brand-new airport facility, and to see them making themselves right at home in our community. And Boogook Georgia, LLC's decision to locate to Macon reinforced the importance and value of growing Middle Georgia's automotive industry partners.

With post-pandemic business development thriving in Middle Georgia, MBCIA spent a rewarding fiscal year 2022-23 supporting our local workforce partners to educate, train, and prepare people for future opportunities generated by existing and new industries alike.

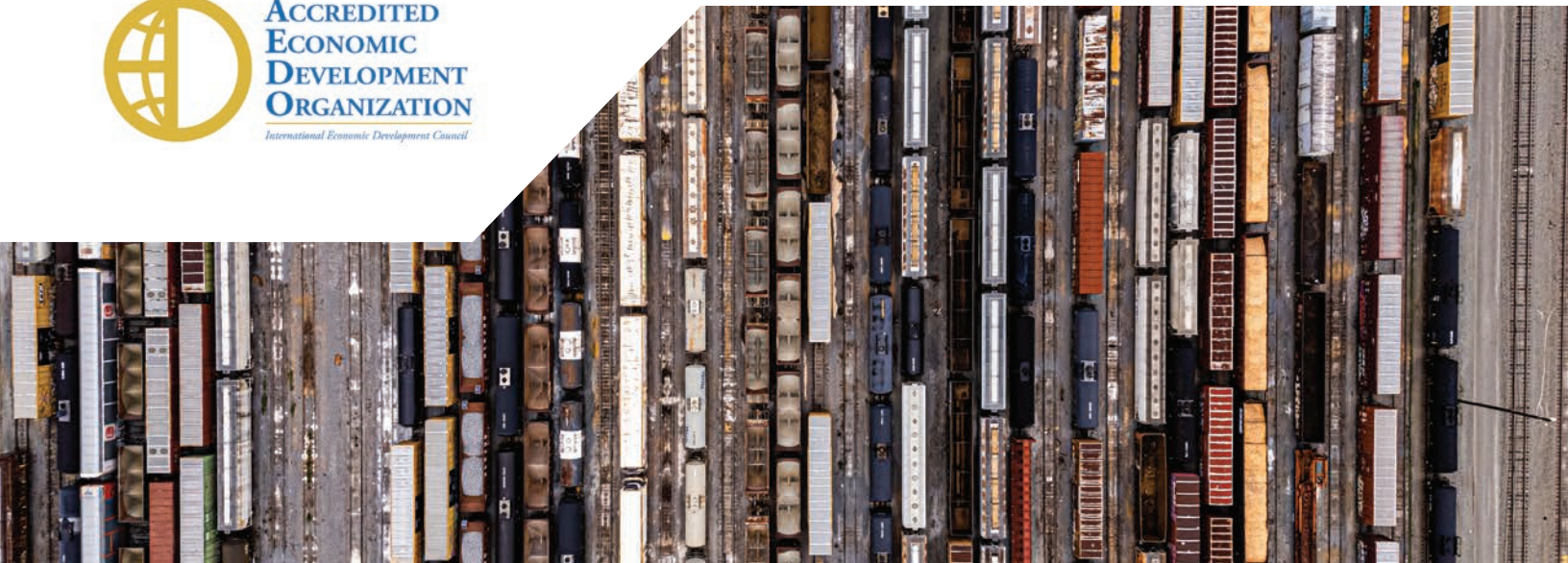
MBCIA continued to maintain our designation as an Accredited Economic Development Organization (AEDO), a program that recognizes and validates professional organizations like ours. We are proud to have attained this measure of excellence with accountable, transparent processes that we implemented over the past few years.

As we look toward a vibrant future (and a robust fiscal-year 2024), I want to acknowledge the recent groundbreaking, grand openings, and major announcements in Macon-Bibb County as a sign of what's to come. **Hotel 45** is now open. **The Macon Amphitheater** announced its first show, coming in April 2024. **The Otis Redding Center for the Arts** is due to open in late 2024. And **Ocmulgee Mounds National Historic Park** has submitted an initiative to become Georgia's first national park.

MBCIA has launched its seventh successful decade helping grow **#MACONOPPORTUNITIES** and encouraging everyone to Experience the Macon Advantage.



*Stephen Adams, Executive Director*





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**#MACONOPPORTUNITIES**

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**mbcia.com**



This year's back cover image is the Amerson Treatment Plant. We would like to thank our strategic partner Macon Water Authority for their invaluable contributions to MBCIA. Their commitment to our community's growth and prosperity is captured in every droplet, shaping the past, hydrating the present, and fostering a sustainable future. Thank you for your unwavering support.