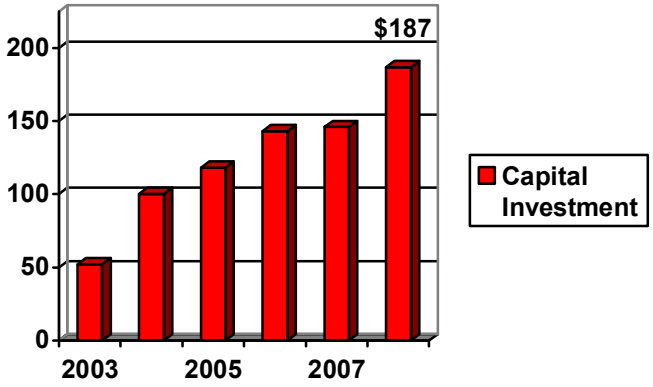
100 YEARS

GREATER HALL
CHAMBER OF COMMERCE

A CENTURY OF BUSINESS VISION.

Gainesville-Hall County Economic Development Council
Report on Fiscal Year 2008
(July 1, 2007-June 30, 2008)

For Fiscal Year 2008 ending June 30, 2008) the Gainesville-Hall County Economic Development Council and the Greater Hall Chamber of Commerce report 16 new and expanded businesses generating more than 500 new jobs and invested in excess of $187,000,000 in new capital investment projects. The EDCôs objective for investment was $100,000,000 for FY 2008.



in $ Millions

New capital investment to Gainesville-Hall County for Fiscal Years 2003-2008

FY 2008 capital investment increased $41,000,000 over the previous year. The five-year cumulative total capital investment from EDC projects is $746,000,000. Property tax revenues are one measure of return on investment for the EDC. Project investments since 2003 contribute more than $7,000,000 annually in ad valorem taxes the cities, Hall County and City and County School.

537 new jobs will be created among the projects EDC staff assisted in FY 2008. The goal for FY 2008 was 500 new jobs.

Sixteen firms contributed new capital investments and job creation in FY 2008: eleven were existing industry expansions and five were new to the Gainesville-Hall County MSA. Among the firms assisted:

Business Recruitment and Expansion

Recruitment and existing industry activity remains strong for Gainesville-Hall County. Fifty-seven new qualified projects were initiated during FY 2008. New qualified projects remain active until a commitment is earned, the project focuses elsewhere or the project goes on hold. The duration of active projects that locate or expand in Gainesville-Hall County averages more than 10 months. At any one time, the EDC staff is managing in excess of fifty active retail, commercial and industrial development projects, in addition to the other activities and commitments.

Project Sources:

Source	***Per Cent***
Direct	36%
Statewide Developers	29%
Existing Industry Program	22%
Brokers	9%
Website	2%
MDC	2%

Anticipated Expansions for FY 2009:

ZF Industries — Gainesville Industrial Park West ï Gainesville ï ZF Industries will create 150 new positions and invest more than $40 million in a new facility. The facility will be ZFôs first automatic transmission plant in the US, and will supply transmissions for commercial vehicles to Nissan and other commercial vehicle assemblers. Construction will begin in early 2009.

National X-Ray	Tanners Creek ï Flowery Branch: National X-Ray is relocating its headquarters and job shop production operation to Tanners Creek. Company officials worked closely with Radial Property Group to close the deal. The owner of the company lives in Flowery Branch.
Brose	Gainesville Industrial Park South ï Gainesville: Brose has recently acquired the former Siemens VDO operation and has worked closely with Chamber leadership and staff to keep the Gainesville operation open and to grow the business. Brose is celebrating its 100th anniversary in 2008.

Existing Industry Program

The EDCôs Existing Industry Program is a cornerstone effort for new business recruitment, expansions and business retention. The long-term relationships and communication between Chamber staff and existing industries is of strategic importance to the community and EDC goals. Select existing industry program accomplishments for FY 2008 include:

- Completed 50 Existing Industry Visits for Business Retention and Expansion
- Provided monthly Human Resource Council meetings including a Union Avoidance Conference, and a Human Resource Professionals video with Brenau University.
- Completed Annual Wage & Benefit Report including 62 job summaries, 18 pay practices, and 64 benefits. 52 employers participated, equal mix of manufacturing and non-manufacturing.
- Created monthly Drugs Donôt Work Employee and Supervisor Newsletter training for 75 employers representing 3700 employees to maintain Drug Free Workplace certification and workers compensation discount status. Added 8 new company participants during the year.
- Transformed the Environmental Management Committee to the Environmental, Health & Safety Collaborative to include the Greater Hall Chamber Existing Industry Program, Hall County Enviroshare, Local Emergency Planning Commission, and the Regional Georgia Tech Environmental Network to provide a comprehensive calendar of resources.
- Hosted the 4th Annual Regional Environmental & Safety Assembly as a ½ day conference for industry including 3 speakers, 20 exhibitors and 100 in attendance. Also facilitated four Enviroshare Tours at Ace Hardware, Georgia Power, Elan Pharmaceuticals, and Wayne Farms.
- Notified existing industry regarding the Notice of Intent for State of Georgia Job Tax Credit filing deadline to maximize employer benefit.

Retail Development Initiative

The EDCôs new retail development initiative included expansions from Hampton Inn and the new Kroger anchored development (Madison Retail) on Winder Highway. Flowery Branch provided professional assistance in helping the Hampton Inn developer expedite the review and approval process. EDC staff coordinated closely with the leasing professionals at Madison Retail to provide information and assistance. Also, Hall County and the City of Flowery Branch were instrumental in responding to Inglesôneeds in developing a new location for Winder Highway.

Urban Redevelopment

Flowery Branch, Oakwood and Gainesville are each encouraging a downtown renaissance in our urban centers. Citizens in each municipality have elected to establish a Tax Allocation District to support specific urban improvements in the downtown areas, and private sector interest and investment is responding to citizen response and support for downtown redevelopment.

Old Town Flowery Branch

In Flowery Branch, Hortman & Dobbs have prepared a master plan and to develop a $15 million mixed use development on three blocks of downtown Flowery Branch. The development, aptly named Old Town Flowery Branch, will feature retail, commercial and residential components. Developers Hortman & Dobbs have indicated their commitment to reflect the charm and history of historic Flowery Branch in the new development.

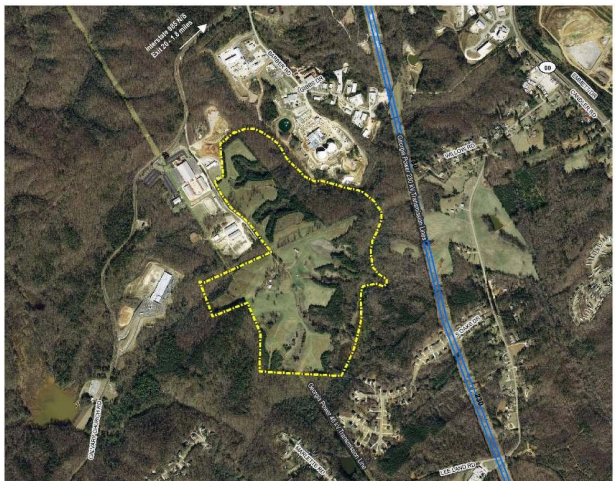
In Gainesville, the development partnership of Starke and Caswell are preparing to develop City View Plaza with two-ten story class-A office buildings and a full service hotel. This new development will be the first major office development in downtown Gainesville in many years, and is expected to be an economic engine for downtown businesses, restaurants and Gainesvilleôs convention and visitors. Many other development plans are underway in the Midtown area.

City View Plaza

Oakwood has developed a long-term plan for its downtown area as part of Oakwood 2030. Road improvements on Mundy Mill Road and Thurmon Tanner Parkway have created a unique opportunity for Oakwood to create a new sense of place in the downtown area.

Gainesville Business Park

The City of Gainesville, Hall County, and Pattillo Construction are embarking on a new business park to satisfy near-term demand for business locations by new business and existing Hall County businesses that need room to grow. The park will be 170 acres and will accommodate buildings from 75,000 to 500,000 square feet. Pattillo Construction will develop speculative buildings to attract businesses that require a ñturnkeyò solution in the near term. The Gainesville and Hall County Development Authority would perform as an enabling instrument of the city-county-developer partnership.



Gainesville Business Park

Pattillo Construction Company is a highly sought after development partner in the State of Georgia. Since 1950, Pattillo Construction has become the largest private industrial developer in the Southeastern United States. Pattillo Construction is both a design/build general contractor and a proven Southeastern developer with in house construction, design, leasing, landscaping and maintenance.

Healthcare and Life Sciences

The Vision 2030 effort produced a citizensô recommendation that Gainesville-Hall County become a ñcenter for the healthcare industry and technology companiesò. The EDC has developed several foundation strategies which will allow Gainesville-Hall County to attract and retain life science businesses, including drugs and pharmaceuticals, medical devices and equipment, life science service providers and life sciences education.

River Place Braselton NGHS

Small Business Council

The Small Business Council is a partnership of small business owners, volunteers, the SBDC, and Lanier Tech through the small business incubator at the CommUniversity.

- Completed the Entrepreneur Friendly Designation in 2007
- Held monthly Small Business Seminars for small business owners
- Completed a ñHow to start a business in Hall Countyò Guide

Entrepreneur Friendly Designation Day

Major Initiatives for FY 2008 that will continue for FY 2009:

- Implementation of a targeted marketing plan for life sciences and medical device firms
- Growth of the Retail Development Initiative
- Human Resource Council, Industry Roundtable
- Urban Redevelopment ï Gainesville, Flowery Branch and Oakwood
- Supervisor training via newsletter for Drugs Donôt Work
- Commercial Broker Gatherings
- Small Business Council ï Entrepreneur Friendly designation
- Statewide Developer/Commercial Broker Mailings and personal contact
- Partnership with developers to encourage new industrial, office and retail parks/developments
- Continued support for the Vision 2030 objectives

EDC Meeting Dates for FY 2008:

July	No meeting
August 8, 2008	Greater Hall Chamber of Commerce
September 12, 2008	Greater Hall Chamber of Commerce
October 10, 2007	Oakwood City Hall
November 7, 2008	Location to be announced
December	No meeting
January 9, 2009	Location to be announced
February 13, 2009	North Patient Tower, NGMC
March 13, 2009	Flowery Branch Depot
April 10, 2009	Location to be announced
May 8, 2009	Location to be announced
June 12, 2009	Location to be announced

- All meetings are Friday morning, 7:30-8:30 am unless otherwise announced.

FY 2009 EDC Board of Directors

Benny	Bagwell	Jackson EMC	Fixed
Darrell	Snyder	Georgia Power Company	Fixed
Elizabeth	Umberson	ZF Industries, Inc.	Fixed
Mark	Bell	Mark Bell CPA	Fixed
R.K.	Whitehead	Whitehead Die Casting, GHCC Chair	Fixed
Emily	Bagwell	Whelchel, Dunlap, Jarrard & Walker	Fixed
Denise	Deal	Vision 2030	Fixed
Bill	Andrew	City of Flowery Branch, City Manager	Fixed
Stan	Brown	City of Oakwood, City Manager	Fixed
Paul	Chambers	AT&T	Fixed
Kit	Dunlap	GHCC President	Fixed
Merrianne	Dyer	Gainesville City Schools, SuperIntendant	Fixed
Myrtle	Figueras	City of Gainesville, Mayor	Fixed
Diane	Hirling	City of Flowery Branch, Mayor	Fixed
Danny	Lewis	Georgia Mountains Regional Development Ctr.	Fixed
Sheri	Millwood	Oakwood Development Auth.	Fixed
Mike	Moye	Lanier Technical College	Fixed
Van	Neese	Homebuilders Association	Fixed
Martha	Nesbitt	Gainesville State College	Fixed
Charley	Nix	Hall County, Administrator	Fixed
Tom	Oliver	Hall County Board of Comm., chair	Fixed
Bill	Sanders	Jackson EMC	Fixed
Will	Schofield	Hall County Schools, Superintendent	Fixed
Ed	Schrader	Brenau University	Fixed
Lamar	Scroggs	City of Oakwood, Mayor	Fixed
Bryan	Shuler	City of Gainesville, City Manager	Fixed
Tread	Syfan	Stewart, Melvin & Frost	Fixed
Dick	Valentine	United Community Bank	Fixed
Russell	Vandiver	Lanier Technical College	Fixed
Ricky	Watford	Atmos Energy	Fixed
Philip	Wilheit	Wilheit Packaging Materials	Fixed
Mark	Winters	Georgia Department of Labor	Fixed
Jimmy	Adams	The Adams Companies	6/30/2009
Floyd	Baldwin	Industrial Properties Group	6/30/2009
Chris	Braswell	PB Property Management	6/30/2009
Rick	Boyd	Chattahoochee Marketing	6/30/2009
Doug	Carter	Don Carter Realty Company	6/30/2009
Tim	Merrit	Jack Waldrip Real Estate	6/30/2009
Tracy	Vardeman	NEGA Health System, Inc.	6/30/2009
Gus	Whalen	Featherbone Communiversity	6/30/2009
William	Bagwell	Homestead Investments	6/30/2010
Mike	Barton	Stork Gamco	6/30/2010
Broughton	Cochran	Sunrise Home Builders	6/30/2010
Brent	Hoffman	Prudential Georgia Realty	6/30/2010
Frank	Norton, Jr.	The Norton Agency	6/30/2010
Frank	Simpson	The Simpson Company	6/30/2010
Billy	Skaggs	Hall County Extension Service	6/30/2010
Ben	Williams	Jordan, Jones & Goulding	6/30/2010