

**THOMASTON-UPSON COUNTY INDUSTRIAL DEVELOPMENT AUTHORITY MINUTES OF THE
MARCH 23RD, 2026 BOARD MEETING CITY/COUNTY MEETING ROOM**

BOARD MEMBERS PRESENT

Chase Fallin, Chairman
Josh Rabalais
J. D. Stallings
Jennifer Rogers
Sydney Sharpe
Dan Brue
Slade Gullede, Executive Director

OTHERS PRESENT

Johnnie Caldwell, Attorney
Susan Hill, Office Administrator

GUESTS:

Dave Piper, WTGA Radio
Mills Graves, Retail Strategies, VP
Bedford Freeman, Retail Strategies
Bill Maher
Richard Harpe
Ryan Gill

CALL TO ORDER

Meeting was called to order at 4:00 PM.

APPROVAL OF MINUTES

A **MOTION** was made by Mr. Stallings, seconded by Ms. Rogers and approved to accept the February 23rd Minutes.

APPROVAL OF FINANCIAL REPORTS

A **MOTION** was made by Ms. Rogers, seconded by Ms. Sharpe and approved to accept the February Financial Reports.

Mr. Fallin updated the board on a Dept. of Transportation meeting he and Mr. Gullede attended. Figuring alternate truck routes like Jeff Davis and Delray Roads and finding ways to connect SR 74 and SR 36 and US 19 is essential. The need for a traffic study is the 1st step for traffic to flow more efficiently.

NEW BUSINESS:

1. Director's Report

Mr. Gullede has provided the board with a written report on last month's activities. Any questions by the board concerning his written report will be answered.

2. Retail Strategies Consulting Services Update

Mill Graves, VP, Retail Strategies Consulting, updated the board with a PowerPoint presentation and discussion while launching a community growth and development survey.

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3. Brightmark's Third Extension on the Development Period

Brightmark exercised their third extension within the development period as layout in the Purchase and Sales Agreement dated April 22, 2024. Francisco Zubeldia | Senior Development Engineer, notified the IDA that they had wired \$62,500.00 to the escrow agent on March 6th, 2026, and according to the Purchase and Sales Agreement with the IDA and Brightmark, the notice and payment was made more than 15 days prior to the expiration of the initial development period. Brightmark can exercise its 4th extension in six (6) months, beginning on October 10th, with the deadline on October 26th. The P&S Agreement stipulates a fifth and final extension that Brightmark can exercise, that will be due six (6) months' beginning in April 2027, the money is non-refundable and will be added to and considered part of the earnest money to the purchase price at closing. Total to date in escrow \$250,000.00.

4. Discussion of Community Growth & Development Survey

Mr. Rabalais reviewed, with the board, a list of questions for the community to give their feedback to the public. The questionnaire will directly influence our recruitment strategies for new industries, retail, and housing.

OTHER BUSINESS

EXECUTIVE SESSION

A **MOTION** was made by Mr. Stallings, seconded Mr. Rabalais and approved to go into Executive Session. This motion was unanimously approved by the following, which were present; Mr. Rabalais, Mr. Fallin, Mr. Stallings, Ms. Rogers, and Ms. Sharpe, and Mr. Brue.

A **MOTION** was made by Ms. Rogers, seconded Mr. Rabalais and approved to exit Executive Session.

The next board meeting is scheduled for Monday, April 27, 2026.

ADJOURNMENT

The meeting was adjourned at 5:25 P.M.

Respectfully submitted,

Slade Gullede, Secretary