



CITY OF
FORESTPARK

**CITY OF FOREST PARK
DOWNTOWN DEVELOPMENT AUTHORITY REGULAR MEETING**

Thursday, March 26, 2026, at 3:00 PM
Council Chambers

[City Website](#)

Phone (404) 363.2454

ECONOMIC DEVELOPMENT

745 Forest Parkway
Forest Park, GA 30297

AGENDA

Eric Stallings, *Chairman*
Delores Gunn, *Vice Chairwoman*
Dr. Bambi Hayes- Brown, *Member*
JoAnn "Jay" Evans, *Member*
Kenneth Gray, *Member*
Tre Floyd Holland, *Member*
Dhaval Shah, *Member*

MEETING NOTICE:

VIRTUAL MEETING NOTICE: Council Meetings will be live-streamed and available on Forest Park's YouTube Channel.

CALL TO ORDER/WELCOME

ADOPTION OF THE AGENDA WITH ANY ADDITIONS/DELETIONS

APPROVAL OF MINUTES

1. Approval of the February 26, 2026, Meeting Minutes - Economic Development

PUBLIC COMMENTS

DIGITAL TOOLS: TABLETS BASED MEETINGS

2. Discussion: Downtown Development Authority Implementation of Tablets in Meetings - Information Technology

FINANCE UPDATE

3. DDA Finance Update March 2026 – Finance Department

NEW BUSINESS

4. Discussion: Brokerage Services - Economic Development
5. Discussion: Property Management Services - Economic Development
6. Review: National Sign Plazas Home Builder Program - Economic Development
7. Review: Multiview Digital Advertising - Economic Development
8. Review: Site Selection Magazine - Economic Development

OLD BUSINESS

9. Board Properties - Economic Development
10. 4899 Hale Road Update - Economic Development
11. Digital Realty Community Benefits Agreement - Economic Development

ECONOMIC DEVELOPMENT UPDATE

12. Economic Development Update - Economic Development

EXECUTIVE SESSION

(When an Executive Session is required, one will be called for the following issues: Personnel, Litigation or Real Estate) OCGA is §50-14-1 (A) (2)

ADJOURNMENT

In compliance with the Americans with Disabilities Act, those requiring accommodation for meetings should notify the City Clerk's Office at least 24 hours prior to the meeting at 404-366-1555.



CITY OF
FORESTPARK

CITY OF FOREST PARK

DOWNTOWN DEVELOPMENT AUTHORITY REGULAR MEETING

Thursday, February 26, 2026, at 3:00 PM

Council Chambers

[City Website](#)

Phone (404) 363.2454

ECONOMIC DEVELOPMENT

745 Forest Parkway Forest Park, GA 30297

Eric Stallings, *Chairman*
Delores Gunn, *Vice Chairwoman*
JoAnn Evans, *Member*
Dr. Bambi Hayes-Brown, *Member*
Kenneth Gray, *Member*
Tre Holland, *Member*
Dhaval Shah, *Member*

MEETING NOTICE:

VIRTUAL MEETING NOTICE: Council Meetings will be live-streamed and available on Forest Park's YouTube Channel.

MINUTES

CALL TO ORDER/WELCOME: Vice Chairman Eric Stallings called the Downtown Development Authority meeting to order on February 26, 2026, at 3:01 p.m. Vice Chairman Stallings welcomed and congratulated Dr. Bambi Hayes-Brown, Kenneth Gray, and Delores Gunn on their appointment and swearing in to the Downtown Development Authority Board.

PRESENT:

Eric Stallings
JoAnn Evans
Dr. Bambi Hayes-Brown
Kenneth Gray
Delores Gunn

ALSO PRESENT:

Mayor Gwen Webb Ellison
Interim City Manager Chief Latosha Clemons
Daneille Matricardi, Esq., City Attorney
Rochelle B. Dennis, Director of Economic Development
John Wiggins, Director of Finance
Charise Clay, Main Street Manager
Dieuvalda Lamartinere, Staff Assistant

JoAnn Evans made a motion to nominate Eric Stallings to serve as the Chair of the Downtown Development Authority. Dr. Bambi Hayes-Brown then made a motion to close the nominations, which was seconded by Kenneth Gray. The motion passed unanimously. Eric Stallings was unanimously elected as Chair of the Downtown Development Authority.

JoAnn Evans made a motion to nominate Delores Gunn to serve as the Vice Chair of the Downtown Development Authority. Dr. Bambi Hayes-Brown then made a motion to close the nominations, which was seconded by Chair Eric Stallings. The motion passed unanimously. Delores Gunn was unanimously elected as Vice Chair of the Downtown Development Authority.

Vice Chair Delores Gunn made a motion to keep the Office of Economic Development Staff Assistant as the Secretary for the Downtown Development Authority. The motion was seconded by JoAnn Evans. The motion passed unanimously.

Vice Chair Delores Gunn made a motion to keep the Office of Finance as the Treasurer for the Downtown Development Authority. The motion was seconded by JoAnn Evans. The motion passed unanimously.

ADOPTION OF THE AGENDA WITH ANY ADDITIONS/ DELETIONS

Vice Chair Delores Gunn made a motion to adopt the agenda for February 26, 2026, with the removal of item #8 and the correction of the board member names. JoAnn Evans seconded the motion. The motion passed unanimously.

APPROVAL OF MINUTES: Vice Chair Delores Gunn made a motion to approve the February 26, 2026, Downtown Development Authority meeting minutes as submitted. Dr. Bambi Hayes-Brown seconded the motion. The motion unanimously passed.

OLD BUSINESS

Update 4987 East Street Parcel Split: Director Rochelle B. Dennis delivered the update regarding 4987 East Street (Parcel ID 13050D C002), which is currently owned by the Downtown Development Authority. The parcel includes both the single-family residence located at 4987 East Street and the adjacent commercial lot at 891 Forest Parkway (former car lot building), all situated on one parcel.

Both properties are currently zoned C-3. The single-family residence at 4987 East Street requires rezoning to RS to align with its residential use, while the commercial lot at 891 Forest Parkway will remain zoned C-3.

Additionally, the parcel must be subdivided into two separate parcels: one for 4987 East Street and one for 891 Forest Parkway. The required commercial survey has been completed, and the parcel split application has been prepared and is ready to be submitted to Planning and Community Development for review and approval.

FINANCE UPDATE: John Wiggins, Director of Finance, provided the January 2026 Financial Report of the Downtown Development Authority.

- Operating Cash opening balance of \$5,865,180; Deposits totaling \$17,846; Ending balance of \$5,872,564
- Operating Revenue opening balance of \$3,639,477; Deposits totaling \$3,492,195; Ending balance of \$147,282
- Operating Expense Budget \$3,639,477; YTD Actual \$477,782; Encumbrance \$1,409; Budget Balance \$3,160,286
- Georgia Fund 1 Opening Balance \$2,150,013.42; Ending Balance \$2,156,795.73

- Director Dennis explained that Gallagher provides the Directors & Officers and General Liability Insurance
- Director Wiggins explained that the rate of interest-bearing accounts are revisited annually with Truist
- Director Wiggins explained that it is not the recommendation to move all DDA funds into a Georgia Fund 1 account as the DDA needs a separate operating account
- The other two DDA accounts are bond accounts

NEW BUSINESS

1. **Downtown Development Authority Review and Approval of the 2026 Meeting Calendar:**

Delores Gunn made a motion to approve the Downtown Development Authority 2026 Meeting Calendar. JoAnn Evans seconded the motion. The motion unanimously passed.

2. **Downtown Development Authority Tenants and Property Report & Update:** Ivory Ledet delivered the update. Suite B at 819 Forest Parkway is currently vacant. The unit consists of approximately 1,500 square feet and is proposed to be listed at a rate of \$18 per square foot, equating to \$2,250 per month.

JoAnn Evans made a motion to approve the listing of 819 Forest Parkway, Suite B at a monthly rate of \$2,250. The motion was seconded by Dr. Bambi Hayes-Brown. The motion passed unanimously.

3. **Review and Approval of Property Repairs at 819 Forest Parkway:** Ivory Ledet delivered the update. Due to age and weathering, the exterior lighting at 819 Forest Parkway required critical infrastructure upgrades and repairs. The work is currently 90% complete, with full completion anticipated within the next few weeks. The total project cost is estimated at \$7,200, to be completed by Lighting of Georgia.

JoAnn Evans made a motion to approve the submitted repairs. The motion was seconded by Dr. Bambi Hayes-Brown. The motion passed unanimously.

4. **Discussion on Architectural Concept for 4987 East Street & 868 Forest Pkwy (Foodmart):** Staff requested approval to engage an architectural and engineering (A/E) firm to develop conceptual renderings for 4987 East Street and 868 Forest Parkway, focused on white box renovations to support maximum future use and redevelopment potential.

Dr. Bambi Hayes-Brown made a motion to authorize staff to gather quotes for architectural renderings for both properties. The motion was seconded by Delores Gunn. The motion passed unanimously.

ECONOMIC DEVELOPMENT UPDATE:

- Dieuvalda Lamartiniere is the new Staff Assistant in the Office of Economic Development Director
- Seasonal Main Street Banners are nearing completion and should be installed in Spring 2026
- Economic Development 2026 Calendar: The Economic Development 2026 integrated calendar features economic development and Main Street events
- The first Forest Park Business Association Breakfast of 2026 was held on January 29th and featured our annual City Services Resource Fair highlighting how our departments support the business community. We were honored to have Mayor Gwen Ellison serve as the keynote speaker.
- A ribbon cutting will be held on Friday, February 20, 2026, at 1:30pm at Shoe Trend (4705 Jonesboro Road)
- The Office of Economic Development will host its first Economic Development roundtable for brokers, developers, investors and the real estate community on Friday, February 27, 2026, at 11am in Council Chambers.

- Our Grapevine groundbreaking ceremony is scheduled for March 6, 2026.
- The Office of Economic Development has started engaging restaurant brokers for Grapevine tenants. A meeting is scheduled for February 13, 2026, with a national franchisee.
- Grow Your Business in Forest Park: Economic Development has created an integrated flyer which highlights all the services provided by the department including starting a business, available properties for development, Forest Park Business Association, Main Street events, business engagement and more
- Film Forest Park has hosted two music video productions
- Georgia Initiative for Community Housing (GICH) Spring Retreat to be held in Tifton in April 2026
- Our next Forest Park Business Association Breakfast will be held on April 22, 2026, and featured the Small Business Administration
- City Plaza Blight – Staff continues to move forward with a City Plaza Revitalization Playbook to incentivize property owners to modernize commercial properties particularly along Jonesboro Road
- Economic Development continues to work with Planning and Community Development on the Impact Fees Assessment
- Through an interdepartmental coordinated effort, a Congressional Directed Spending grant was submitted
- Staff is working through a integrated landing page that shows all city-wide pending projects that will live on the city website
- Vetting multiple proposal for Main Street residential and mixed-use development

EXECUTIVE SESSION

(When an Executive Session is required, one will be called for the following issues: Personnel, Litigation or Real Estate) OCGA is §50-14-1 (A) (2)

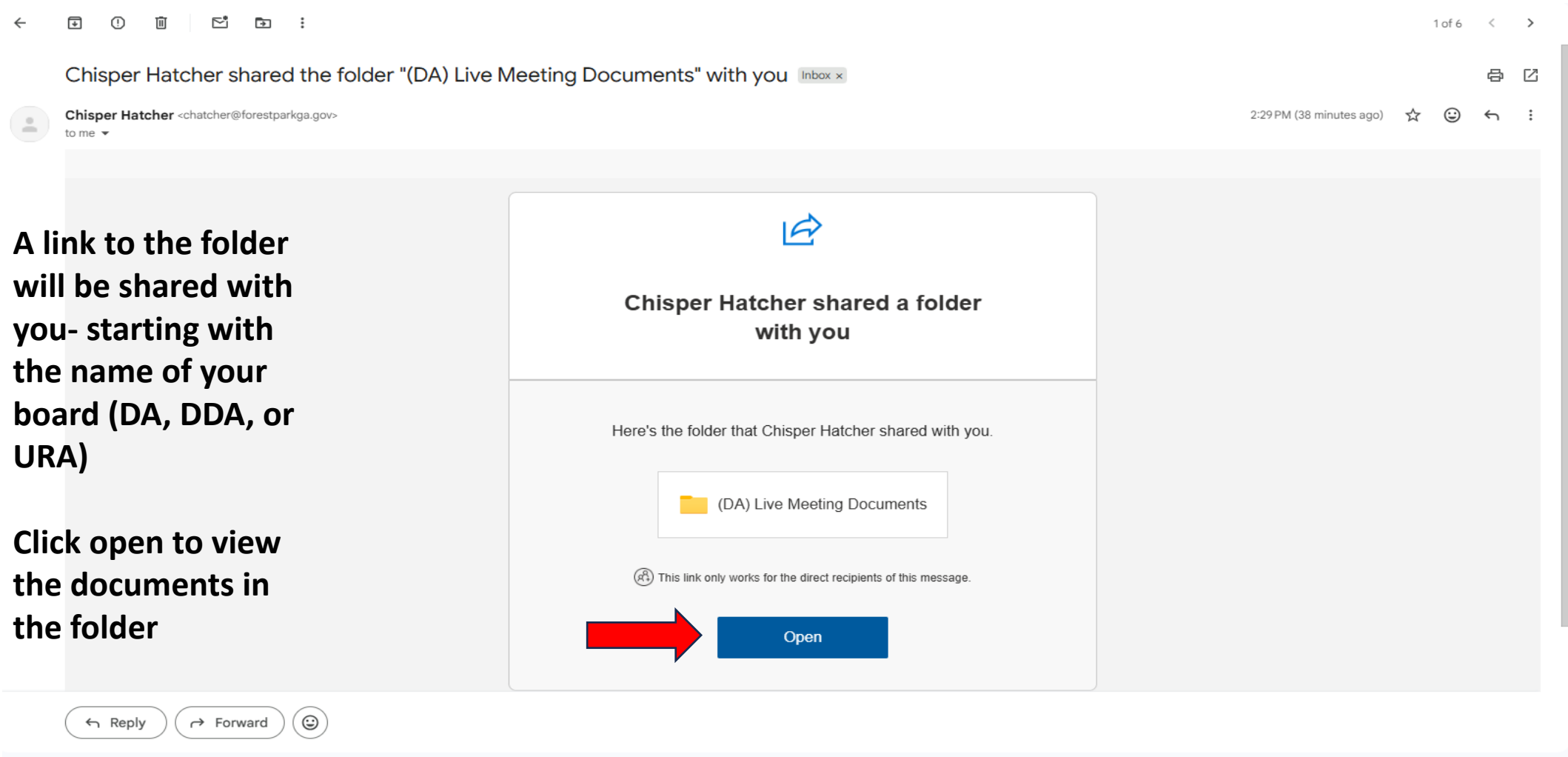
ADJOURNMENT: Delores Gunn made a motion to adjourn the meeting. The motion was seconded by JoAnn Evans. The motion unanimously passed. Chairman Eric Stallings adjourned the meeting at 4:30 p.m.

In compliance with the Americans with Disabilities Act, those requiring accommodation for Council meetings should notify the City Clerk's Office at least 24 hours prior to the meeting at 404-366-4720.

Econ Dev Board Member “How To” Presentation



Access to folder



The screenshot shows an email interface with a notification from Chisper Hatcher. The notification text reads: "Chisper Hatcher shared the folder '(DA) Live Meeting Documents' with you". Below this, the sender's name "Chisper Hatcher" and email address "chatcher@forestparkga.gov" are visible. The notification includes a share icon, the text "Chisper Hatcher shared a folder with you", and a message: "Here's the folder that Chisper Hatcher shared with you." Below this message is a folder icon labeled "(DA) Live Meeting Documents". A red arrow points to a blue "Open" button. At the bottom of the notification, there is a note: "This link only works for the direct recipients of this message." The email interface also shows standard navigation icons at the top and bottom.

- A link to the folder will be shared with you- starting with the name of your board (DA, DDA, or URA)
- Click open to view the documents in the folder


Accessing Meeting Documents

CB Econ Dev Tablets Private group ★ Following 👤 2 members


Home Conversations Documents Notebook Pages Site contents Recycle bin Edit

Documents > (DA) Live Meeting Documents Share Copy link Add shortcut to OneDrive Forms Download Edit in grid view Export to Excel ... + Create or upload

All Documents + Add view ☰ Word Excel PowerPoint PDF Details

Name	Modified	Modified By	+ Add column
 Meeting Document 3-9-2026.pdf	A few seconds ago	Chisper Hatcher	

[Return to classic SharePoint](#)



Accessing Meeting Documents

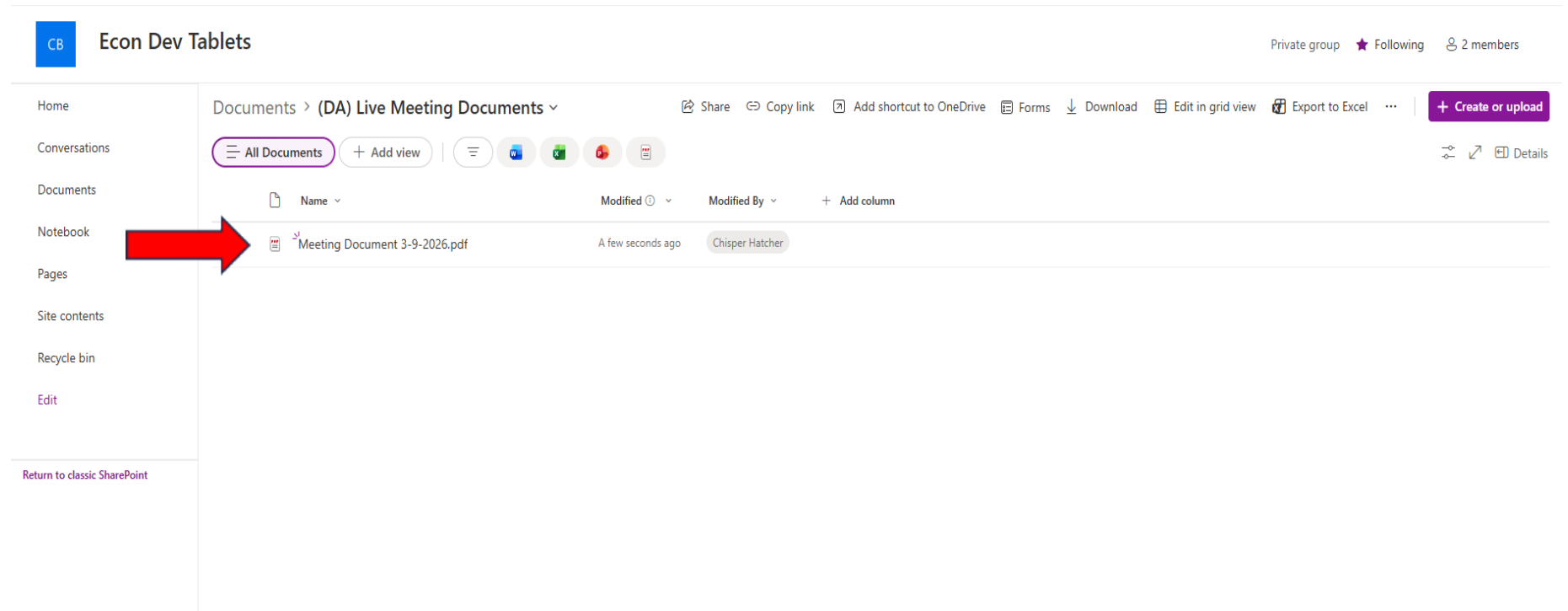
- Click on the meeting document to open it up
- Meeting Documents will be added to the “Live Meeting Documents” folder before the start of each meeting
- Documents will only be available temporarily after being added and will be deleted after 7 days

The screenshot shows a SharePoint document library interface for a site named 'Econ Dev Tablets'. The breadcrumb path is 'Documents > (DA) Live Meeting Documents'. The interface includes a left-hand navigation pane with options like Home, Conversations, Documents, Notebook, Pages, Site contents, Recycle bin, and Edit. The main content area displays a table of documents. A red arrow points to a document titled 'Meeting Document 3-9-2026.pdf', which was modified 'A few seconds ago' by 'Chisper Hatcher'. The table has columns for Name, Modified, and Modified By. At the top right, there are options for Share, Copy link, Add shortcut to OneDrive, Forms, Download, Edit in grid view, Export to Excel, and a '+ Create or upload' button.

Name	Modified	Modified By
Meeting Document 3-9-2026.pdf	A few seconds ago	Chisper Hatcher

Accessing Meeting Documents

- Click on the meeting document to open it up
- Meeting documents will be added to the “Live Meeting Documents” folder right before the start of each meeting
- Documents will be temporarily available and will be deleted 7 days after being added



The screenshot displays a SharePoint document library interface for 'Econ Dev Tablets'. The breadcrumb path is 'Documents > (DA) Live Meeting Documents'. The library contains one document: 'Meeting Document 3-9-2026.pdf', which was modified 'A few seconds ago' by 'Chisper Hatcher'. A red arrow points to the document name. The interface includes a left-hand navigation pane with options like Home, Conversations, Documents, Notebook, Pages, Site contents, and Recycle bin. The top right shows group settings: 'Private group', 'Following', and '2 members'. Action buttons for 'Share', 'Copy link', 'Add shortcut to OneDrive', 'Forms', 'Download', 'Edit in grid view', 'Export to Excel', and 'Create or upload' are visible.

Meeting Document Notifications

- Members will receive an email notification every time a document is uploaded with a link to view it

The screenshot displays the Outlook web interface. The left sidebar shows the 'Favorites' section with 'Inbox' containing 23 items. The main pane shows a list of emails under the 'Focused' tab, with the most recent one from Chisper Hatcher titled 'New File Uploaded: Meeting Document 3-9-2026.pdf' at 9:59 AM. The right pane shows the details of this email, including the sender's name and profile picture, the recipient 'Chisper Hatcher', and the message body: 'A new file has been added to the "(DA) Live Meetings Documents" folder. File Name: Meeting Document 3-9-2026.pdf. Uploaded By: Chisper Hatcher. [Here is the link to the file] https://forestparkgaorg.sharepoint.com/sites/CityBoards/Shared%20Documents/(DA)%20Live%20Meeting%20Documents/Meeting%20Document%203-9-2026.pdf'. A blue link '(Click here to view the file)' is provided below the URL. At the bottom of the email view, there are 'Reply' and 'Forward' buttons.

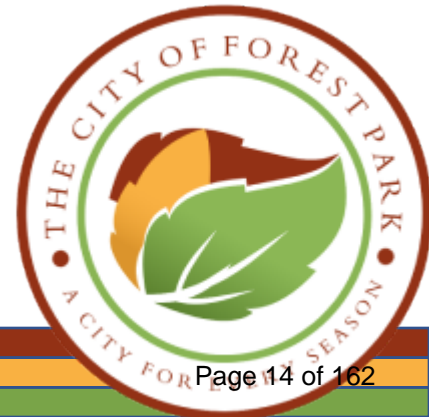
Don't's

- Sharing links with members outside of your board
- Download or upload any documents to or from the shared folder
- Do not ignore a file being listed as read only – it is for a reason
- Taking pictures, photos, or duplicating images of documents



Q&A

THANK YOU!





NATIONAL SIGN PLAZAS

Cleaner Streets in High-Growth, Pro-Growth Communities

How to rein in chaotic
temporary signage without
alienating your home builders



Cleaner Streets in High-Growth, Pro-Growth Cities

A high-growth, pro-growth city is an inviting place to live – as long as growth is managed. Few things signal a lack of management to potential residents like rights-of-way cluttered with temporary home builder signage.

Rogue or snipe signs can really clutter your streets, especially in a housing boom. Left unchecked, these signs create a broken window effect on your streets and deter home shoppers from buying in your community.

There’s a catch though...

More than 50% of traffic to new home communities comes from directional signs. Not digital ads. Not social media. Physical signage!

The NSP Homebuilder Directional Sign Program is a fully-managed no-cost solution that helps cities and counties rein in chaotic home builder signage without alienating the builders upon whom your economy relies.

- Generate revenue for your community – at no cost to you.
- Welcome visitors with signage bearing your civic brand.
- Simplify enforcement of temporary signage codes.

In this paper, we’ll explore the challenges of unchecked temporary signage and the benefits of uniform signage programs like the NSP Homebuilder Directional Sign Program.





Cleaner Streets in High-Growth, Pro-Growth Cities

Codes and Clutter: The Cost of Rogue Signs

Did you know that the City of Houston spends \$282,000 annually removing illegal signs?

The city's three-person sign removal crew eliminates 30,000 signs annually. Additionally, Harris County has deputized 246 volunteer "sign rangers" who educate local businesses and (when necessary) enforce sign codes in unincorporated areas.

Texas state lawmakers are considering increasing penalties for repeat offenders to make hanging illegal signs hurt to the point it isn't worth it.

Now, these numbers reflect the cost of managing all kinds of rogue signs (not just builder signs) but they speak to the broader expense of sign code enforcement.

Uniform signage programs transform sign management costs with a new revenue source thanks to administration fees paid by builders for placement on attractive sign plazas.

Over the last five years, NSP has remitted more than \$2.5 million to cities and counties. Those funds have been reinvested in code enforcement, wayfinding systems, parks and recreation signage, and other programs.

** Houston Chronicle, "Illegal signs cost Houston \$300K yearly. 'Sign rangers,' new legislation are fighting back", March 20, 2023.*

Case Study » Waxahatchie, Texas

Population growth: 22,000 in 2000; 48,000 in 2023

As its population doubled in just 20 years due to Dallas-Fort Worth's expansion, the City of Waxahatchie faced a problem – chaotic and unsightly homebuilder signs.

Today, the NSP Homebuilder Directional Sign Program mitigates Waxahatchie's rogue signage challenge. It also supports the city's new wayfinding and placemaking system that captures I-35 traffic and directs it toward points of interest in the city.

Waxahatchie city manager Michael Scott called our program: "A unique sign solution to the growing problem of homebuilder 'snipe' signs."





Cleaner Streets in High-Growth, Pro-Growth Cities

Win-Win Solution: Partnering with Home Builders

More than 50% of home shoppers follow directional signs to a new community. That’s right. Less than half come from online or print advertising.

Why? Because people don’t shop for the right home builder brand. They don’t say, “ I really want an ABC Home.” Instead, people shop for the right community. They say, “I want to live in this City” and then they browse.

That’s not to say that digital marketing serves no purpose. It’s a key brand awareness channel. It just requires directional signage to connect brand awareness efforts to direct response (i.e. foot traffic) in the physical environment.

Uniform sign plazas support your builders’ marketing efforts, aid potential residents in browsing your community, and protect your streets from clutter.

“It’s an excellent win-win solution,” said Peter Schwartz, CEO of the Home Builders Association of Greater Chicago. “The benefits of the NSP program to homebuilders and municipalities alike are numerous.”



Case Study » Walton County, Georgia

Population growth: 61,000 in 2000; 101,000 in 2023

New home construction is back in Walton County ... and so is the NSP Homebuilder Directional Sign Program.

During its last housing boom, Walton County adopted our program to curb temporary home builder signs. When the county’s growth leveled off in the 2010s, we removed our sign plazas.

With construction back on the rise, we’ve installed 21 new sign plazas to help the county to rein in unsightly temporary signage.

Walton joins Cherokee, Douglas, and Cobb counties and numerous municipalities as adoptees of our program in metro Atlanta.



Cleaner Streets in High-Growth, Pro-Growth Cities

Civic Branding: Showcasing Your Community

As stated above, people don't shop for home builder brands. They shop for communities. They select your community for its schools, career opportunities, civic amenities, etc., and then follow directional signage to new home developments in the area.

And, yet, the vast majority of directional signage focuses on the builder's brand and offers – and largely ignores the civic brand.

Uniform sign plazas flip the script by showcasing the civic brand through visual plaza toppers first and then assisting traffic in navigating the environment.

Whereas temporary directional signs focus on the home builder brand, uniform sign plazas focus on the community.

“This has been one of those rare opportunities where our City has taken a risk in order to solve an ongoing problem and has pleased everyone in the process,” said Jim Bechtol, Community Development Director for the City of Leander, Texas.

Future Residents: Supporting Home Shoppers

For home shoppers, visiting a new residential development is a sociological activity largely made up of impromptu decisions. Remember, the home buying process typically begins with semi-passive browsing of developments based on a desire to live in your city.

Cluttered street corners create a broken window effect on your streets and deter home shoppers from further exploration of your community.

What's even worse? Getting lost!

In especially high-growth areas, many roads are so new that they don't yet appear in Google Maps and other GPS navigation systems.

Directional signage prevents shoppers from getting lost, giving up, and taking their wallets with them.



Case Study » Queen Creek, Arizona

Population growth: 3,800 in 2000; 79,000 in 2023

In 2022, the Town of Queen Creek grew faster than any other municipality in Arizona – continuing a boom dating back to the early 2000s.

That growth led to both unsightly temporary home builder signs and a new roadway that diverted traffic away from Queen Creek's historic downtown.

Today, NSP's sign plazas declutter the town's streets while also tying into and funding a new wayfinding and placemaking system that helps visitors locate downtown businesses.



NATIONAL SIGN PLAZAS

“It’s an excellent win-win situation.”

- Peter Schwartz, CEO, Home Builders Association of Greater Chicago

Temporary rogue signage can really clutter your streets – especially in a housing boom.

Since 1997, National Sign Plazas has rescued high-growth pro-growth cities nationwide from the blight of temporary home builder signage by coordinating residential development systems that communicate the developer’s sales message while unifying visual civic branding.

The NSP Homebuilder Directional Sign Program is a fully-managed no-cost solution that protects your streets from chaotic weekend and offsite home builder signage – without alienating the builders upon whom your economy relies.

- Rein in chaotic signage without alienating builders.
- Generate revenue for your community – at no cost to you.
- Welcome visitors with signage bearing your civic brand.
- Simplify enforcement of temporary signage codes.

Endorsed by the residential development community, our program is designed as an added value to your city’s community development goals, allowing your city to build revenue for investment in other beautification efforts such as public art, landscaping, and wayfinding.

No wonder Waxahachie city manager Michael Scott called our program: “A unique sign solution to the growing problem of homebuilder ‘snipe’ signs.”



Learn more at www.nsp.biz or call (888) 982-1234.



Sample Ordinance Language – Kiosk Sign Program

Kiosk Sign Program:

The [City/County] Council, by duly executed license agreement, shall grant an exclusive right to design, install, and maintain standardized kiosk structures within the public right-of-way or other designated public property.

a) Design Standards:

All kiosk structures shall conform to the design, construction, and safety specifications approved by the [City/County]. Such specifications may include size, materials, color, breakaway features, and other design requirements to ensure consistency, durability, and public safety.

b) Location Approval:

Prior to installation, the licensee shall submit a location plan for review and approval by the [City/County] to ensure compliance with applicable safety, accessibility, and visibility standards.

c) Safety and Accessibility:

Kiosk structures shall include breakaway design features as required for traffic control devices in the right-of-way and shall not interfere with sidewalks, trails, sightlines, utilities, or traffic control devices.

d) Illumination:

Kiosk structures shall not be internally illuminated unless otherwise approved by the [City/County] in accordance with adopted lighting standards.

e) Maintenance:

All kiosk structures shall be maintained in a clean and like-new condition. The area surrounding each kiosk shall be kept free of litter, grass, weeds, or debris.

f) Compliance with State and Federal Requirements:

No kiosk structure shall be placed within a state or federal highway right-of-way without the written authorization of the appropriate transportation agency.

g) License Agreement Consistency:

All kiosk structures and operations shall comply with the terms of the license agreement executed between the [City/County] and the licensee and with this Ordinance.

This sample ordinance language is intended to serve as a framework for communities interested in implementing a kiosk-based wayfinding program within the public right-of-way. It emphasizes local control, safety, and consistency — ensuring that kiosk structures are designed, placed, and maintained to meet the community's standards for appearance, durability, and functionality.

By outlining general design and location requirements within the ordinance and addressing operational details through a separate license agreement, this approach allows the city to maintain oversight, protect public safety, and enhance community aesthetics while enabling a coordinated signage system that supports local growth and development.

AGREEMENT FOR SERVICES

This Agreement (“Agreement”) is entered into by and between “City Name” (“CITY”) and NATIONAL SIGN PLAZAS, INC., an Arizona corporation (“Contractor”) (collectively, the “Parties”).

WHEREAS, City Code of Ordinances Section _____ allows City to install Sign Plazas within rights-of-way and,

WHEREAS, City desires to initiate a Sign Plaza Program to give direction to subdivisions, developers and homebuilders within the City, and to contract for the installation and maintenance of the Sign Plazas and Sign Panels; and

WHEREAS, City desires to initiate a Homebuilder Sign Plaza Program designed to give direction to subdivisions, developers and homebuilders within the City, and to contract for the installation and maintenance of the Sign Plazas and sign panels,

WHEREAS, Contractor represents that it is an Arizona corporation authorized to do business in the State of TEXAS ; and

WHEREAS, Contractor desires to install Homebuilder Sign Plazas (“Sign Plazas”), Sign Panels (“Sign Panels”) as described more fully in this Agreement; and

WHEREAS, Contractor desires to maintain the Sign Plazas subsequent to this Agreement after their installation and to lease space on the Sign Plazas to developers and homebuilders and to bill and collect fees from the developers and homebuilders for itself and for the City; and,

WHEREAS, Contractor submitted a proposal that meets the City’s needs.

NOW, THEREFORE in consideration of these recitals and other good and valuable consideration, the value and receipt of which is acknowledged, City and Contractor agree as follows:

1. Recitals. The Recitals above are hereby incorporated into this Agreement by reference.
2. Contract Documents. The Contract Documents, which set forth the entire Agreement of the Parties, are named below. In the event of a conflict between the terms of two or more documents, they shall take priority in the order set forth below:
 - A. All applicable laws and regulations of “City Name” and the State of Texas.

B. This Agreement.

Each party shall comply with all of the terms, conditions and specifications contained in the Contract Documents.

1. Scope of Work Sign Plaza Program. Contractor shall perform the work set forth in the Contract Documents. In general, this work shall consist of the following:

In administering the Sign Plaza Program, the contractor will:

- A. Construct, install, maintain and repair approved Sign Plazas and Sign Panels.
- B. Contract with developers and homebuilders for the lease of Sign Panels on the Sign Plazas.
- C. Assist City in determining appropriate locations for Sign Plazas.
- D. Assist City with identifying and removing all illegal off-premise signage.
- E. Attend meetings as necessary with City staff and developers to coordinate project.
- F. Collect all lease payments and remit to City, on a quarterly basis, an administrative fee as specified in Section 4.B of this document.

2. Definition, Purpose of Sign Plaza Programs and Specifications of Sign Plazas.

- A. Definition. For the purposes of this Agreement, a Sign Plaza is a structure placed in the City right of way for the purpose of displaying Sign Panels. The specifications of the Sign Plaza and Sign Panels are more fully developed in these Contract Documents.
- B. Purpose of Sign Plazas. The purpose of Sign Plazas is to provide direction for homebuyers, and the like, to the location of subdivisions, housing developments, homebuilders and new home sales within "City Name" while discouraging the placement of unsightly and hazardous off-site directional signs.
- C. Specifications of Sign Plazas and Sign Panels. Contractor agrees to manufacture and install Sign Plazas, Sign Panels and associated elements in accordance with the specifications in these Contract Documents and the following:
 1. Sign Plaza Structures shall not exceed twelve (12) feet above average grade. Structures shall be more completely described in Exhibit A.
 2. Sign Plazas shall be constructed of steel and/or aluminum and shall be capable of displaying up to ten (10) Sign Panels, doubled-sided, if necessary.

3. A City identity panel will be designed for “City Name” and shall be prominently displayed at the top of any Sign Plaza within the jurisdictional limits of “City Name” and shall be visible on any side of a Sign Plaza which displays directional Sign Panels.
4. The color of all Sign Plaza Structures shall be _____. All Sign Panels placed on Sign Plazas shall conform to Section 3.D.11 below. All Sign Panels placed on Wayfinding Signs shall conform to Section 3.D.12 below.
5. The Contractor shall submit final design plans to the City for approval prior to installation of any Sign Plaza.
6. No additions, tag sign streamers, attention-getting devices or other appurtenances shall be attached to any Sign Plaza or Sign Panel.
7. Sign Plaza locations shall be approved and designated by the City with the assistance of the Contractor.
8. At the City’s request and direction, the Contractor shall remove and relocate any Sign Plazas within thirty (30) days of the receipt of written notice at no cost to the City.
9. Contractor shall provide to the City a semi-annual inventory report of existing installed Sign Panels.
10. Sign Panels placed on Sign Plazas shall contain only the name of a residential community, subdivision, homebuilder, City name and logo, the builder or developer’s name and/or logo, the builder or developer’s recognized color scheme, and directional information or the name of the builder/developer and logo and an appropriate directional arrow. Directional arrows will be of a uniform size; a line of text at the bottom of the Sign Panel with directional information is permissible. Fluorescent colors are not allowed. Reflective colors and text are permissible. Unless so authorized by City, the Sign Panels shall not appear to replicate the commonly accepted color schemes of motorist signs.
11. Contractor shall, at its own cost, maintain, repair, replace and repaint each Sign Plaza as necessary or deemed necessary by the City. Upon notice by the City, Contractor agrees to undertake necessary repairs or replacement of any Sign Plaza, and the associated Sign Panels, within seventy-two (72) hours of receipt of notice.
12. Contractor shall not install or maintain any Sign Plazas or Sign Panels within the City, which are not in compliance with the terms of this Agreement.
13. Sign Panels on the Sign Plazas shall be constructed of a material suitable for the needs of exterior wear and treatment.

3. Number of Sign Plazas. The City has sole discretion to determine the number and placement of the Sign Plazas in its right-of-way. The City shall agree to allow the signage to direct homebuyers to each new housing community or public facility. Said signage shall be defined as one Sign Plaza at each location where homebuyers, citizens or the like require information regarding a change of direction and likewise where homebuyers, citizens or the like would need reassurance to continue in a certain direction. Contractor may submit to City, at any time during the term of this Agreement, subsequent requests for the timely approval of additional Sign Plaza locations, as may be expressed by, but not limited to, homebuilders, developers, residential communities or citizens over the term of this Agreement.
4. Price and Payment Schedule for the placement of Sign Plazas and Sign Panels. Subject to the provisions in Paragraph 6 below, the price and payment schedule for Sign Plazas shall be as follows:
 - A. The Contractor will fabricate the Sign Plazas and Sign Panels at no cost to the City.
 - B. The Contractor will provide to the City the equivalent of 10% of available space on the approved and installed Sign Plazas, with no more than two City panels installed at any one location.
 - C. Contractor will collect, and remit to the City, an amount of ten dollars (\$10) per panel side per month, which has directional information, excluding that of public service panels, as an administrative fee for the entire term of this Agreement. Said fees shall be remitted within sixty (60) days of the end of each fiscal quarter. Fiscal quarters will be based on the Contractor's fiscal cycle, beginning October 1 and ending September 30.
5. Term of Agreement and Termination of Agreement
 - A. Term. The term of this Agreement is Five (5) years.
 - B. Renewal. At the end of the initial Five-year term, this contract will automatically renew for a term of Five (5) years unless either party provides at least ninety (90) days advanced notice of their intention(s) to terminate this Agreement.
 - C. Termination. This Agreement may be not be terminated by either party, except for breach as provided for in this Agreement:
 1. Termination by City. If Contractor breaches and fails to remedy said breach as provided for in this Agreement, the City may terminate this contract. Contractor shall remove the Sign Plazas within thirty (30) businesses days after receiving a written termination letter from the City.

2. Termination by Contractor. If Contractor terminates this Agreement before the end of the term as stated in subsection A immediately above, Contractor agrees that the Sign Plazas shall remain in place and that the Sign Panels and all receivables from the placement of the Sign Panels shall become the property of the City. Further, Contractor agrees to promptly transfer all information related to the placement of the Sign Panels to the City, including, but not limited to, the original sign service documents, an accounting of all open accounts, and all other relevant documents. After the transfer of all information, this Agreement shall be of no further effect.

6. Placement of Sign Panels on Sign Plazas. After the City's written approval and acceptance of the installed Sign Plazas, the City agrees to extend to Contractor an exclusive right to use the Sign Plazas for Sign Panel placements and to maintain the Sign Plazas and Sign Panels subject to the terms of this Agreement.
 - A. Contractor agrees to offer and place Sign Panels for homebuilders, developers and residential communities. Contractor further agrees to use Contractor's best efforts to place all available Sign Panels.
 - B. Contractor agrees that the placement fees for the Sign Panels will be set at market rate. Contractor shall be allowed an annual cost of living increase for the fees as determined by the Consumer Price Index.
 - C. Contractor agrees to maintain all aspects of the placement of the Sign Panels, including entering into sign placement service agreements, billing, collecting fees, and paying any applicable taxes and fees.
 - D. Contractor will remit to the City on a quarterly basis the amount of the City's Administrative Fee as specified in Section 5.B of this document.
 - E. Contractor agrees to provide an annual report to the City pertaining to the number of Sign Panels installed within the City, the amount billed and the collection of the City's amount Administrative Fees.
 - F. Contractor agrees that in no event will the City be liable for any fee payment or other fees related to the placement of the Sign Panels on the Sign Plazas.
 - G. Contractor agrees to include in all sign service agreements an assignment clause which will assign Contractor's rights to fee payment to the City in the event Contractor elects to terminate this Agreement pursuant to Paragraph 6.C.2 above.
 - H. Homebuilders, developers, and residential communities with sites located within the jurisdictional boundaries of the City, present and soon-to-be-annexed, shall at all times be allowed to participate in the Sign Plaza program. Further, the City agrees to allow

participants to direct traffic to adjacent communities and sales offices that may lie outside of the City's jurisdictional boundaries.

- I. City and Contractor agree that no Sign Panels other than those manufactured and installed by Contractor shall be allowed on the Sign Plaza Structures.

7. Maintenance of Sign Plazas:

- A. Contractor agrees to maintain the Sign Plazas and Sign Panels for the term of this Agreement.
- B. Contractor agrees to replace damaged Sign Plazas and Sign Panels, as it deems necessary or as requested by the City.
- C. Contractor agrees to provide to the City a telephone number and a contact person allowing the City to contact Contractor requesting maintenance on the Sign Plazas or Sign Panels 24 hours a day, seven days a week.
- D. Contractor agrees to repair all Sign Plazas within five (5) business days of the receipt of the City's written request for repair. Contractor further agrees to remove for repair all Sign Panels within seventy-two (72) hours of written notification of the need of repair by the City. Sign Panel will be replaced within five (5) business days of the written notification.
- E. Contractor agrees to maintain a regular maintenance schedule to check each Sign Plaza and Sign Panel for all necessary repairs and to complete those repairs promptly.
- F. Contractor agrees to maintain all Sign Plazas, Sign Panels in conformity with the terms of this Agreement.

8. Indemnification. Contractor agrees to indemnify, defend, and hold harmless the City, its officials, officers, agents, and employees from: a) liability for damages resulting from injury, death, property damage, and economic loss suffered by any person as a result of the negligent or willful act or omission of the Contractor or the Contractor's officer, agent, employee, or subcontractor; and b) reasonable attorney fees, court costs, settlement expenses and litigation expenses related to liability described in subsection a) immediately above and/or relating to any claim or action asserting such liability against the City, its officials, officers, agents, and employees, unless said claim or action is the result of the negligent or willful act or omission of the City or the City's officer, agent, employee, or subcontractor.

9. Insurance. Contractor shall maintain in full force and effect throughout the entire term of this Agreement insurance with an insurance company authorized to conduct business in "City Name", with the following policy limits.

- A. Comprehensive General Liability - \$2,000,000 combined aggregate

- B. Automobile Liability - \$1,000,000
- C. Workers Compensation
 - 1. Bodily Injury by Accident - \$1,000,000
 - 2. Bodily Injury by Disease - \$500,000

Upon written request, Contractor shall present a Certificate of Insurance in a form satisfactory to the City Attorney which shall name the City as an additional insured party on Contractor's Comprehensive General and Automobile Liability policies. If during the term of this Agreement, any such insurance is canceled, or if Contractor fails to renew same, or if the policy limits are reduced below the limits required above, such event shall constitute a default of this Agreement. Contractor shall immediately notify the City in writing if such an event occurs. Contractor shall have Five (5) business days to cure any such default.

- 10. Independent Contractor. Contractor shall, at all times herein, be an independent contractor and not an employee of the City, nor shall any of the Contractor's employees or subcontractors be an employee of the City.
- 11. Notice. Any notice required to be given pursuant to this Agreement may be personally served upon the parties or may be served by certified mail, return receipt required, to:

CITY:
 "City Name"
 Attn: City Manager
 Address
 Address
 Telephone:

CONTRACTOR:
 National Sign Plazas, Inc.
 Attn: Grant Hayzlett, President
 2202 West Huntington Drive
 Tempe, AZ 85282
 Telephone: (480) 968-2978

- 12. Assignment and Subcontracting. Contractor may not delegate, assign or subcontract all or any part of the work except the fabrication and installation of the Sign Plaza and production of the Sign Panels, which require equipment, materials and expertise which the Contractor reasonably may not be expected to possess, without the City's prior written consent.
- 13. Miscellaneous. The Contract Documents represent the entire and integrated Agreement between the City and Contractor and supersedes all prior negotiations, representations of Agreements, whether written or oral, except as where noted. The Contract Documents may be modified only by a written document signed by both parties and approved by "City Name" City Council at a public meeting. This Agreement shall be governed under Texas State law.
- 14. Mutual Drafting. The City and the Contractor each has had opportunity to consult legal counsel regarding the drafting of this Agreement and the provisions of this Agreement shall not be construed against or in favor of either party.

15. Default and Remedies. If any Party fails to perform any of its obligations under the Contract Documents, such failure shall constitute a default. The non-defaulting Party shall give the defaulting Party written notice of the default. The defaulting Party shall have thirty (30) days after the receipt of such notice in which to cure the default. Failure to cure the default shall constitute a breach of this Agreement. In the event of a breach, the non-breaching party may terminate this Agreement and may obtain any reasonable remedy provided by law.

In Witness Whereof, authorized parties have signed this Agreement on the dates indicated below.

City of "City Name"

National Sign Plazas, Inc
an Arizona Corporation

By _____

By _____
Grant Hayzlett, President

Date _____

Date _____

Approved as to Legal Form

By _____
City Attorney

Exhibit "A"
Design Intent

DRAFT



MULTIVIEW
A STAGWELL COMPANY

Multiview connects brands to their audiences through digital media.

Talking to the right people makes all the difference in how well your marketing works. Luckily, that's what digital advertising does best.

With a combination of deep data, advanced technology, custom creative, ongoing optimization and detailed reporting, your campaign will put your message in front of just the right people in just the right stage of their buying journey. We'll leverage these tools and more to connect you with potential buyers and achieve the objectives below.

CUSTOMIZED DIGITAL ADVERTISING PROPOSAL DEVELOPED FOR:






Our campaigns are designed to help you achieve the following goals:

1. Reach and influence key professionals as they navigate the internet with tailored messages to attract businesses to Forest Park.
2. Target the prospects who are actively researching your solutions, your direct competitors or reading content relevant to your solutions.
3. Increase your industry footprint by driving high-quality traffic to engage with your website.



ABOUT MULTIVIEW

Multiview proudly serves the B2B community by providing the following services:

 <p>Customized Content Marketing</p> <p>We craft fully customized content marketing pieces and curate industry-relevant articles that resonate with buyers, positioning our clients as thought leaders within their industry.</p>	 <p>Turn-Key Targeted Advertising</p> <p>We are a turn-key provider of digital advertising services for B2B brands, encompassing programmatic, paid search, paid social media, in-feed native advertising and more.</p>	 <p>Full-Service Digital Publishing For Associations</p> <p>We provide advertising services to our 850+ professional and trade association partners, designing and publishing 2,100+ digital publications.</p>
-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

ASSOCIATION AFFINITY

As the **largest digital publisher for associations**, Multiview offers brands unique advertising access into our portfolio of highly respected association publications and communications. We're experts in B2B and are proud to deliver 4B ad impressions annually on behalf of our clients and to have achieved **Google Partner** status. Our portfolio of **association-based** digital marketing solutions covers more than **30 industry verticals** and reaches more than **10 million business professionals** within the proper content and context.

BUDGET EFFICIENCY

By leveraging Multiview's more than **850 association partnerships and digital publications**, your advertisement will appear in the **right place**, at the **right time** and in front of the **right audience**. No more spending to reach buyers outside of your target audience.

We make every marketing dollar count.



PROGRAMMATIC ADVERTISING

Programmatic Display

Display banners are the most common and most familiar type of digital advertising. They have the furthest reach of all programmatic delivery methods and are visible on millions of websites and apps.



TARGETING TACTICS

Multiview's programmatic advertising suite includes a variety of audience targeting techniques, with each technique offering its own unique advantages. Your account management team will make tactical recommendations on which techniques to utilize to best suit the campaign objectives.



Persona Targeting Leverage our B2B expertise and audience data from our 85+ third-party data providers in order to target users based on their personas. We have access to multiple data points, including company size, revenue, education level, geography, etc.



Behavioral Targeting Identify key professionals in your industry based on their behavior profile. A user's behavior profile is made up of three things: search history, content consumed and browsing history.



CRM Onboarding Serve targeted ads to clients and prospects in your CRM. Segmented by online behavior, offline interactions with your company, past purchases and other data, these ads deliver impactful and relevant messages to clients and prospects in various phases of the buyer's journey.



Company Targeting Match the IP address of specific companies you want to target and show your ads exclusively to those target companies.



Site Retargeting Reach prospects after they leave your website, displaying your message to them on the sites they visit across the web. Site visitors retargeted with display ads are 70% more likely to convert on your website. (CMO.com)



Geofencing By using geo-targeting technology accurate to three meters, Multiview can digitally capture key audiences within specific physical locations serving ads to them during and up to 30 days after their visit. Includes addressable geofencing and frequency fencing.

SERVICE ELEMENTS

YOUR EXPERT TEAM

Multiview's enterprise-level team members are committed to developing your campaign, providing audience insight and regularly optimizing each element of your strategy to help you achieve your campaign objectives.

MULTIVIEW BECOMES AN EXTENSION OF YOUR MARKETING TEAM.



ART DIRECTOR

Our professional art directors have years of experience creating digital ads that convey the right message through carefully-chosen words and engaging design.

DATA EXPERTS

Our data team consists of a Data Analyst and a Google Analytics expert to gain insight into market trends and marketing results, as well as a Technical Implementation Specialist to help ensure on-site trackability.

ACCOUNT MANAGEMENT

Your dedicated Account Manager will ensure campaign success across all Multiview advertising efforts, coordinate communication between our teams, and conduct monthly reporting calls.

REPORTING & ANALYTICS

REPORTING PORTAL

You will have access to an online reporting portal, which provides detailed analytics on impressions, clicks, influence, devices, view-throughs and more. Your portal is completely customizable and additional tracking requests can be provided to monitor engagement with websites, branded content, collateral downloads, etc.



VISITORVIEW REPORTING

A tool designed to show you the companies visiting your website. This reporting allows you to gain firmographic* insights on the companies visiting your website. (*Insights only available for a portion of your traffic due to visits from mobile devices, ISPs, etc., which are not company specific.)



CAMPAIGN PRICING

We are confident in our ability to reach your niche audience, delivering impactful and engaging messaging. The selected strategy below was developed with a focus on increasing your digital presence while boosting visibility in order to drive awareness and maximize reach.

Pricing Recommendations:

Strategy	Deliverable	Investment	Term
Programmatic Display	1,250,000 impressions	\$20,000	12 months
Programmatic Display	1,523,809 impressions	\$24,000	12 months
Programmatic Display	1,935,483 impressions	\$30,000	12 months

CASE STUDY

Tomball EDC Balances Authenticity and Strategy to Attract Businesses

Embracing their identity and implementing data-driven marketing, the Tomball Economic Development Corporation cultivates a community of innovation, opportunity, and growth.

SUMMARY

Seeking to attract businesses that aligned with the city's economic vision and values, the Tomball EDC embraced digital marketing strategies to expand its reach and position Tomball as a dynamic destination for businesses to call home.

COMPANY BACKGROUND

Home to 12,000 residents and 1,500 businesses, Tomball, Texas, offers a unique combination of economic opportunity and small-town charm. The Tomball Economic Development Corporation (TEDC) is dedicated to promoting economic development by attracting new businesses and industries, retaining existing businesses, and providing resources that enhance the general well-being of the community.

SPECIFIC CHALLENGE

As the greater Houston area rapidly urbanized, the TEDC faced the challenge of **attracting the right investors amidst increasing competition**, while preserving Tomball's unique identity and historic legacy.

Assistant Director, Tiffani Wooten recognized that to stand out, it was important to showcase what made Tomball unique. "We don't need to be Houston," Wooten emphasized. "Our goal is to find businesses that will thrive here and resonate with our community's heartbeat."

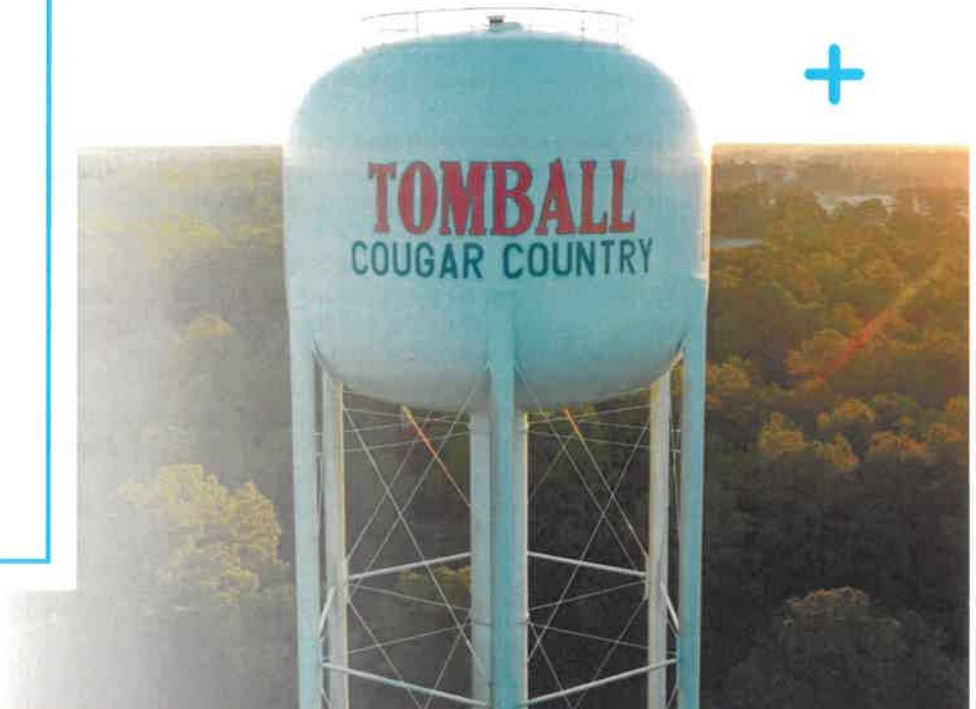
This vision required a strategic approach. Despite its small size, Tomball held a **distinct advantage** thanks to its prime location—nestled just 28 miles north of Houston, offering businesses both the benefits of proximity to a major metropolitan area and the intimacy of a tight-knit community.

“

“As a public employee, having that information in your back pocket makes it a lot **easier to explain where we're spending marketing dollars and why.**”

”

- Tiffani Wooten, Assistant Director of the TEDC



RESULTS

By embracing a data-driven marketing strategy, the TEDC has gained greater **visibility and predictability** in new business development. Through insights gleaned from digital campaigns and website activity, the TEDC can anticipate when companies are likely to reach out. "I can almost bank on [companies who] have spent time on different pages to contact us within the next 30 days..." Tiffani Wooten, said Assistant Director.

As a result, Tomball has recruited hundreds of projects leading to nearly **\$500 million in capital investment** and more than **5,000 jobs created since 2011**.

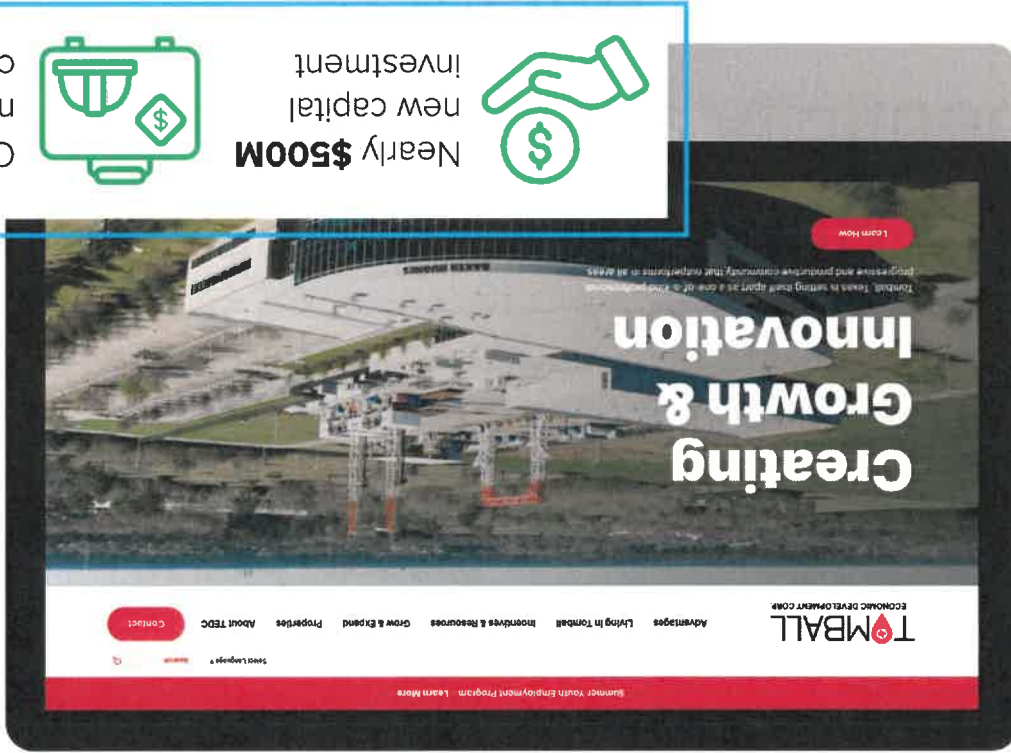
The integration of data into their marketing strategy not only optimized TEDC's outreach efforts but also **empowered smarter, more strategic decision-making**. Tomball's success stands as a testament to the power of leveraging unique attributes and competitive advantages. It demonstrates that with a clear vision, innovative strategies, and a commitment to community values, any city—regardless of size—can achieve sustainable and impactful growth.

STRATEGY

The TEDC's economic development strategy centers on a "three-legged stool" approach: **attracting** businesses that align with community values, **retaining** and **supporting** existing businesses, and addressing **workforce development** for long-term growth.

To amplify this strategy, the Tomball EDC partnered with Multiview to implement a targeted marketing campaign aimed at mid-sized businesses within specialized manufacturing and the food industry. Combining programmatic display and video ads, the campaign ensured **consistent messaging** for businesses already interested in the area, while reinforcing Tomball's unique identity across all platforms.

The use of advanced analytics provided real-time insights into ad performance, website traffic, and audience engagement, enabling data-driven decision-making.



B2B Media

Publisher's Statement

6 months ended December 31, 2025

Subject to Audit

Field Served:

SITE SELECTION serves the manufacturing and business service industries as reported in the Business Analysis herein.



[Learn more about this media property at auditedmedia.com](http://auditedmedia.com)

All totals in this report represent aggregate unique recipients, not the sum of print and digital circulation.

TOTAL AVERAGE QUALIFIED NONPAID CIRCULATION		41,740
AVERAGE QUALIFIED NONPAID CIRCULATION		
Qualified Nonpaid Individual - Print		39,422
Qualified Nonpaid Individual - Digital		3,164
Total Qualified Nonpaid Individual		41,090
Qualified Nonpaid Membership Benefit - Print		647
Qualified Nonpaid Membership Benefit - Digital		35
Total Qualified Nonpaid Membership Benefit		650
Total Average Qualified Nonpaid Circulation		41,740

AVERAGE NONQUALIFIED CIRCULATION	
Nonqualified Allocated for Shows & Conventions - Print	257
Total Nonqualified Allocated for Shows & Conventions	257
Nonqualified Miscellaneous, Including Staff Copies - Print	3,332
Total Nonqualified Miscellaneous, Including Staff Copies	3,332
Total Average Nonqualified Circulation	3,589

CIRCULATION BY ISSUES			
Issue	Qualified Nonpaid - Print	Qualified Nonpaid - Digital	Total Qualified Nonpaid
Jul	40,040	3,105	41,750
Sep	40,115	3,147	41,770
Nov	40,052	3,344	41,700

SOURCE ANALYSIS							
Source	Print	Digital	Qualified Within				
			1 Year	2 Years	3 Years	Total	Percent
Total Direct Request From Recipient	21,671	2,195	8,852	7,454	6,065	22,371	53.7
Total Direct Request From Recipient's Company	49	5	31	15	3	49	0.1
Total Communication Other Than Request	29	24	36	7	3	46	0.1
Membership Benefit	666	35	669			669	1.6
Business Directories	10,453	577	8,478	2,452	21	10,951	26.3
Lists							
Acquired Circulation							
Other Sources	7,184	508	7,119	274	221	7,614	18.3
Total Qualified Subscriptions	40,052	3,344	25,185	10,202	6,313	41,700	100.0
Percent	96.1	8.1	60.4	24.5	15.1	100.0	

BUSINESS ANALYSIS											
Classification by Business & Industry	Total	%	Qualified Nonpaid - Print	Qualified Nonpaid - Digital	Chief Executive Officers, Partners, Chairmen, Presidents, Owners, Board of Directors	Vice Presidents (other than Real Estate), Treasurers, Secretaries and Other Corporate Officers	Vice Presidents, Managers, Directors of Real Estate, Properties, and/or Facilities and Other Real Estate and Facilities Personnel	Corporate Managers and Directors	Other Titled Personnel	Library Copies and Company Copies	Non-Titled Personnel
MANUFACTURING:											
1. Aerospace	1,120	2.7	1,100	38	692	274	70	69	15		
2. Automotive	1,742	4.2	1,728	41	1,226	305	52	141	18		
3. Biotech & Pharmaceuticals	2,873	6.9	2,843	82	1,908	585	188	155	37		
4. Chemical Manufacturing, except Pharmaceuticals	2,070	5.0	2,046	65	1,289	412	127	217	25		
5. Electronics & IT	3,017	7.2	2,976	86	2,122	546	147	169	33		
6. Food & Beverage	4,634	11.1	4,593	101	3,139	885	118	451	41		
7. Machinery	4,792	11.5	4,737	161	3,211	982	114	436	48		1
8. Manufacturing - Other	2,307	5.5	2,239	142	1,476	412	94	296	28		1
9. Metals - Primary & Fabricated	3,886	9.3	3,817	218	2,418	776	85	563	44		
10. Petroleum	186	0.4	183	7	103	35	7	37	4		
11. Plastics & Rubber	1,608	3.9	1,583	59	1,132	252	32	171	21		
12. Transportation Mfg	476	1.1	472	17	357	71	13	32	3		
Sub-total Manufacturing	28,711	68.9	28,317	1,017	19,073	5,535	1,047	2,737	317		2
13. Consultants - Architect, Engineering Site & Business	867	2.1	740	258	434	149	69	136	75	1	3
14. Finance & Insurance	1,330	3.2	1,220	162	937	237	68	64	21		3
15. Industries - Other	1,506	3.6	1,359	251	845	266	107	210	63	11	4
16. Professional Services	762	1.8	679	168	443	122	65	71	56	2	3
17. R&D - physical, engineering, Life sciences	431	1.0	422	18	271	70	59	22	9		
18. Real Estate Brokers	1,110	2.7	894	399	379	290	142	198	99		2
19. Real Estate Developers & Construction	871	2.1	774	181	434	225	42	131	38		1
20. Real Estate - Other	317	0.8	264	91	139	81	41	34	21		1
21. Retail	684	1.6	655	69	414	87	69	98	16		
22. Transportation & Warehousing & Distribution	2,247	5.4	2,138	233	1,433	339	117	319	38		1
Sub-Total Business Services	10,125	24.3	9,145	1,830	5,729	1,866	779	1,283	436	14	18
All Others	2,864	6.9	2,590	497	1,847	303	162	388	111	8	45
Other Paid Subscriptions											
Total Qualified Circulation	41,700	100.0	40,052	3,344	26,649	7,704	1,988	4,408	864	22	65
Percent			96.0	8.0	63.9	18.5	4.8	10.6	2.1	0.1	0.2

SUPPLEMENTAL ANALYSIS				
Analysis by Number of Employees			Total	%
1.	1000+ Employees		6,262	15.0
2.	500-99 Employees		2,662	6.4
3.	100-499 Employees		15,137	36.3
4.	50-99 Employees		9,460	22.7
5.	20-49 Employees		2,475	5.9
6.	1-19 Employees		3,130	7.5
7.	Employee Size Not Available		2,574	6.2
	Total Qualified Circulation		41,700	100.0

GEOGRAPHIC ANALYSIS			
State	Qualified Nonpaid - Print	Qualified Nonpaid - Digital	Total Qualified Nonpaid
Alabama	506	61	530
Arizona	531	70	564
Arkansas	278	19	282
California	4,339	187	4,473
Colorado	552	52	579
Connecticut	564	35	583
Delaware	85	6	89
District of Columbia	58	17	66
Florida	1,666	184	1,738
Georgia	1,164	142	1,226
Idaho	177	14	184
Illinois	2,028	158	2,102
Indiana	1,039	84	1,073
Iowa	547	28	559
Kansas	490	29	505
Kentucky	488	50	508
Louisiana	440	87	503
Maine	131	15	138
Maryland	479	45	498
Massachusetts	1,106	73	1,146
Michigan	1,659	109	1,701
Minnesota	1,040	61	1,065
Mississippi	222	20	228
Missouri	878	71	907
Montana	79	4	80
Nebraska	295	47	328
Nevada	185	24	197
New Hampshire	202	13	207
New Jersey	1,238	90	1,274
New Mexico	86	11	91
New York	1,831	182	1,927
North Carolina	1,237	115	1,283
North Dakota	101	5	105
Ohio	2,065	169	2,138
Oklahoma	421	26	431
Oregon	477	24	488
Pennsylvania	1,837	136	1,899
Rhode Island	119	9	121
South Carolina	499	66	527
South Dakota	127	8	133
Tennessee	731	58	749
Texas	2,900	278	3,039
Utah	435	26	447
Vermont	93	6	96
Virginia	681	70	713
Washington	714	54	741
West Virginia	98	8	100
Wisconsin	1,421	77	1,446
Wyoming	41		41
TOTAL 48 CONTERMINOUS STATES	38,380	3,123	39,848
Alaska	47	4	48
Hawaii	78	8	81
TOTAL ALASKA & HAWAII	125	12	129
Single Copy Sales			
U.S. Unclassified			
TOTAL UNITED STATES	38,505	3,135	39,977
Poss. & Other Areas	49	9	55
U.S. & POSS., etc.	38,554	3,144	40,032
Canada	427	43	452
International	1,071	113	1,172
Military or Civilian Personnel Overseas			
Total International	1,498	156	1,624
E-mail Address Only		44	44
Other Unclassified			
GRAND TOTAL	40,052	3,344	41,700

NOTES

Definition of Recipient Qualification:

Qualified recipients are CEOs, Partners, Chairmen, Presidents, Owners, Board of Directors; VP (other than Real Estate), Treasurers, Secretaries, Other Corporation Officers; VP/Managers/Directors of Real Estate, Properties, and/or Facilities and Other Real Estate and Facilities Personnel; Corporate Managers and Directors; Library Copies and Company Copies; and other titled and non-titled recipients.

Rounding %: Due to rounding, percentages may not always add up to 100%.

Qualified Nonpaid Membership Benefit Subscriptions: This publication is the official journal of the Industrial Asset Management Council.

Analyzed Issue: The information in Business Analysis; Source Analysis; and Geographic Analysis is from an analysis of the November issue.

We certify that to the best of our knowledge all data set forth in this Publisher's Statement are true and report circulation in accordance with Alliance for Audited Media's Bylaws and Rules.

Frequency: Bimonthly
Format: Standard

Established: 1954
AAM Member Since: 1981
Member #: 06-3005-8
Class: BUSINESS

Parent Company: Conway Data, Inc.

Published by:
Conway Data, Inc.
6625 The Corners Pkwy. Suite 200
Peachtree Corners, GA 30092
T: (770) 446-6996
www.siteselection.com

JULIE CLARKE
Circulation Manager

RON STARNER
Executive Vice President

SITE SELECTION



2026 MEDIA KIT



SITE SELECTION

January 2024

AI & TECH
INNOVATION

ANNIVERSARY ISSUE

Maryland is a well from which all this free technology just springs...

by Jeff Gaskin, Founder & CEO, www.technology.com

A State "Comer"

Over the years, Maryland has steadily added business incentives to its list of incentives. As a result, the state's government has become a major player in the technology industry. The state's incentives are designed to attract and retain technology companies, and they have been successful in doing so. Maryland's incentives are a key factor in the state's success as a technology hub.

Cost of Living and Productivity

One of the reasons why Maryland is so attractive to technology companies is its low cost of living and high productivity. The state's incentives are designed to attract and retain technology companies, and they have been successful in doing so.

The Investment Partner
Program is a key incentive for
technology companies. For
more information, contact
Maryland's Economic
Development Corporation at
1-800-477-6343 or visit
www.maryland.gov.

SEE RECEIVERS

SITE SELECTION

January 2025



2025 STATE of the STATES



SITE SELECTION

January 2025

2025 SUSTAINABILITY RANKINGS

We have been pursuing FDI for more than 40 years now.

— Juan Pablo Fajardo, Colombia Institute of FDI

SEE RECEIVERS



SITE SELECTION

May 2019

2019 BTI

SITE SELECTION

May 2025



GLOBAL BTI



SITE SELECTION

CONTENTS

- 4 10 REASONS CORPORATE LEADERS TURN TO SITE SELECTION
- 6 WHY SITE SELECTION?
- 8 THEMES & FEATURES
- 10 2026 EDITORIAL CALENDAR
- 12 PRINT AD RATES & SPECS
- 14 TERMS & CONDITIONS
- 16 INVESTMENT PROFILES
- 18 SITE SELECTION ONLINE
- 19 WEB AD SPECS
- 20 INVESTOR WATCH
- 21 SOCIAL CHANNELS
- 22 AWARDS & ENDORSEMENTS



10 REASONS

CORPORATE LEADERS TURN TO SITE SELECTION

1. Business Intelligence

Our global corporate end-user audience gets real-life business intelligence they truly won't find anywhere else. Site Selection delivers the goods when it comes to profiling the latest megadeal, analyzing policy or identifying trends. In the process, we all learn about places, companies, institutions and people with real value — including our advertisers, many of whom have known the value of our unique niche for a good chunk of our 71 years.

2. Data

Site Selection's proprietary Conway Projects Database, our scorecard of corporate end-user facility investment projects around the world, is populated every day by the Conway Data research team, is available by subscription and is at the heart of highly anticipated rankings. Sometimes indexed with other reputable data sets, Conway project data informs the publication's Governor's Cups, Top Metros, Top Micros, Mac Conway Awards, Global Best to Invest, Sustainability, Business Climate, Global Groundwork Index and Canada's Best Locations honors, in addition to other focused reports.



As the Bible is to preachers, your magazine is to site selectors. A journal like yours isn't viewed as politically motivated, so you have credibility and do your job objectively ... You're doing a great service to the site selection industry."

— Dennis Cuneo, Partner at Fisher & Phillips LLP, former Senior Vice President of Toyota Motor North America

3. Conversations

Micron's corporate vice president of front end US expansion. The director of economic development at Amazon Web Services. The CEO of a Portuguese photonics firm. A company founder relocating his business to a new state. Governors, mayors and ministers. Economists, university experts, policy analysts, researchers, real estate and engineering professionals, and futurists. Their voices fill the pages of Site Selection in original interviews at the heart of our enterprise journalism. Delivering non-artificial intelligence from real conversations continues to be central to Site Selection's mission and value.

4. Audience

More than 41,750 qualified corporate decision-makers — many thousands of whom work at companies employing 1,000 or more people — receive Site Selection magazine in print or digital edition formats. Pass-through readership increases the multiplier effect. Online readership and social media exposure increase it further. Site Selection also is the official publication of the Industrial Asset Management Council (IAMC), an organization of more than 730 corporate real estate, service provider and economic development professionals managed by Conway Data.

5. Longevity

Launched the same year as Sports Illustrated and Playboy (1954), Site Selection has documented the times and evolved with them too. You'll find our flagship print product in the hands of the same corporate leaders who peruse our online newsletters, engage with us on social media and visit our newly redesigned website.

6. Trust

Readers trust us and our global network of experts to bypass the fluff and get to the heart of the matter. "Site Selection is a business publication, not a facsimile of one," says Editor in Chief Adam Bruns. Those same readers know that our custom content, in addition to our flagship publications and newsletters, delivers insight worth their attention: Conway Data's Custom Content division has produced more than 100 custom content economic development magazines over 10 years spread across more than 30 state and regional clients.

7. Global Perspective

"Looking at the world landscape, we know that our small company is but a grain of sand," Mac Conway said in our mission statement. "However, joining with many others, we know that we are part of a wonderful vista." That network of friends and partners in all corners of the globe, contributing their points of view, data and exclusive insights, continues to expand, enriching relationships and our product at the same time.

8. Design

Every picture tells a story. So does every meticulously designed infographic, chart, map, graph and layout in Site Selection, created by an award-winning team of design professionals. They are as engaged with the meaning of the work as they are with the aesthetics and mechanics of carrying it out.

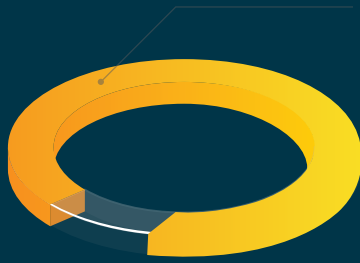
9. Relevance

"What you choose to do intentionally — including original interviews, contextual storytelling and informed skepticism — will be the antidote to synthetic noise," futurist and former OpenAI head of go to market strategy Zack Kass told us. Ask the corporate leaders and advisors using our data and insights in their site selection matrix. Ask the leaders celebrating the Site Selection rankings earned by their hard work. Ask the advertisers who know Site Selection makes their work visible to decision-makers who matter.

10. Growth Mindset

The passage of time has only served to polish and deepen the appeal of our work to global corporate location decision-makers and to an ever-broader audience curious about the role of place in global business strategy. At 71 years old, we're just getting started. As long as that world keeps turning, we'll continue serving up stories that inspire that growing audience to turn the page.

WHY SITE SELECTION?



86%
 OF READERS POLLED
 RATE SITE SELECTION
 MAGAZINE THE “MOST
 REPUTABLE PUBLICATION
 IN THE INDUSTRY.”

RANK BY USEFULNESS TO READERS IN THE COURSE OF THEIR WORK**



SUBSCRIBER INVESTMENTS** (AVERAGES IN 2024)



300
 Projects Per Month

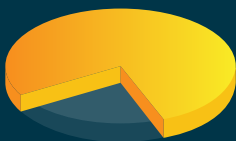


\$39.8B
 Investments Per Month



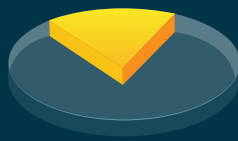
34,381
 Jobs Per Month

PASS-THROUGH READERSHIP**



69%

PASS SITE SELECTION
 ON TO **1-2** PEOPLE



26%

PASS SITE SELECTION
 ON TO **3-4** PEOPLE



5%

PASS SITE SELECTION
 ON TO **5+** PEOPLE

41,751

Total Print Distribution*

Average readers per copy: **3.0**

Total readership: **125,253****

*AAM audit report June 2025
 **Publisher's own data

CIRCULATION DATA



BRAND REPORT

FOR THE 6-MONTH PERIOD ENDED JUNE 30, 2025



Alliance for Audited Media

No attempt has been made to rank the information contained in this report in order of importance, since AAM worldwide believes this is a judgment that must be made by the user of the report.

QUALIFIED CIRCULATION BY ISSUE FOR PERIOD

2025 Issue	Print	Digital	Unique Total Qualified*
January 2025	40,000	3,165	41,750
March 2025	40,005	3,164	41,741
May 2025	40,024	3,220	41,764

*Unique Total Qualified represents unique recipients, not the sum of Print and Digital.



Alliance for Audited Media

41,698 Average Qualified

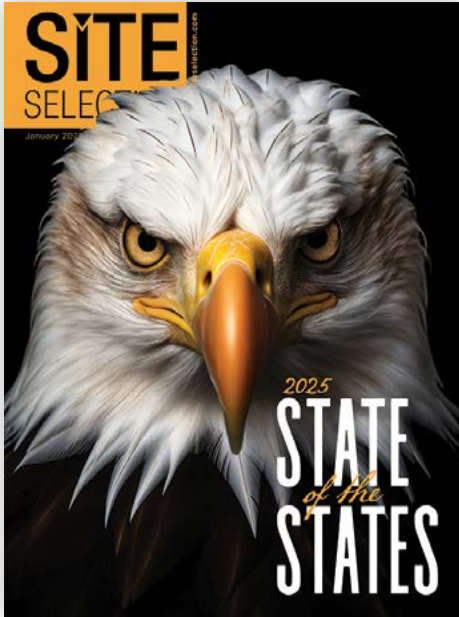
68.8% Manufacturing Companies

63% CEO, Partner, Chairman, President, Owner

58.7% Direct Request

THEMES & FEATURES

JANUARY

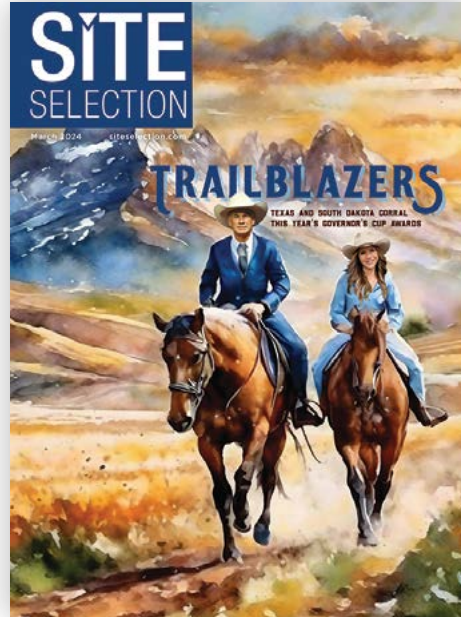


STATE OF THE STATES

Our annual guide to state legislative activity, labor demographics and new projects

- ▶ Workforce Development Rankings
- ▶ Site Selectors Survey
- ▶ Mid-Sized Markets
- ▶ Emerging Tech Hubs
- ▶ Megasites
- ▶ The Energy Transition

MARCH

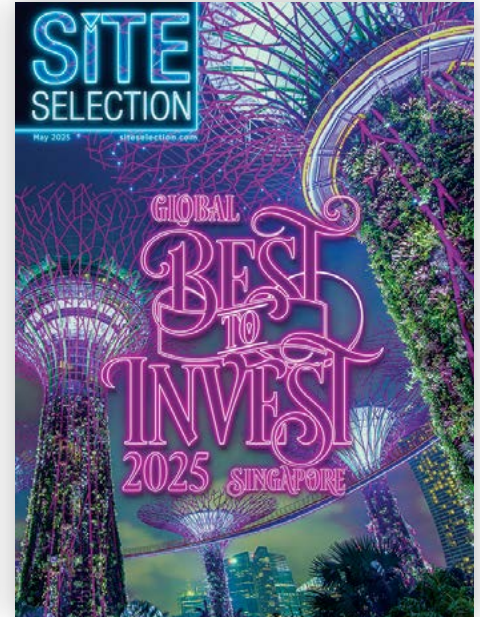


GOVERNOR'S CUPS RANKINGS

Site Selection recognizes the year's Top States, Metros and Micropolitans for economic development success

- ▶ The Governor's Cups
- ▶ Top States by U.S. Regions
- ▶ Top Industries
- ▶ Airport Cities
- ▶ Data Centers

MAY



COMPETITIVENESS RANKINGS

Includes Global Best to Invest, Prosperity Cup and Top Global Investment Promotion Agencies

- ▶ The Mac Awards for Top Groups
- ▶ Top Deals
- ▶ Life Sciences Centers
- ▶ Latin America & Caribbean
- ▶ Water Resources
- ▶ Tribal Economic Development

JULY



SEPTEMBER



NOVEMBER



TECHNOLOGY & INNOVATION

Where R&D investment is thriving, resulting in new enterprises and job creation

- ▶ America's Best Counties
- ▶ Smart Cities & Startup Hubs
- ▶ Sustainability Rankings
- ▶ Research & Science Parks
- ▶ Talent Attraction
- ▶ Rural Economic Development
- ▶ Advanced Manufacturing

21ST CENTURY INFRASTRUCTURE & LOGISTICS

How areas are delivering the assets required by companies to move their products to market efficiently and competitively

- ▶ Global Groundwork Index
- ▶ Top Utilities
- ▶ Canada's Best Locations
- ▶ Transit-Oriented Development
- ▶ Logistics & Distribution

BUSINESS CLIMATE REPORT & RANKINGS, FDI & FTZS

How states stack up as locations for capital investment and where foreign direct investment (FDI) is going

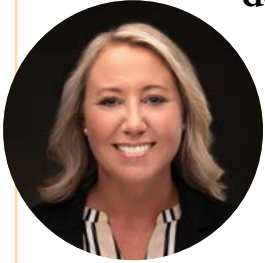
- ▶ Business Climate Rankings
- ▶ Top FTZs & SEZs
- ▶ Opportunity Zones
- ▶ Incentives Update
- ▶ Aerospace & Defense

2026 EDITORIAL CALENDAR

Issue Deadlines	JANUARY Space: Dec. 2, 2025 Material: Dec. 9, 2025	MARCH Space: February 2 Material: February 9	MAY Space: April 2 Material: April 9	JULY Space: June 1 Material: June 8	SEPTEMBER Space: August 3 Material: August 10	NOVEMBER Space: October 2 Material: October 9
THEME	State of the States	Governor's Cups	Global Best-to-Invest	Technology & Innovation	Global Infrastructure & Logistics	Business Climate Rankings
IN EVERY ISSUE	Asia Report, World Reports, North American Reports, IAMC Insider, Editor's View					
FEATURES	State Data Pages Workforce Dev. Rankings Site Selectors Survey Tech Hub Index Megasites Energy Innovation	The Governor's Cups Rankings Top Metros, Micros & Industries Airports & Airport Cities Mississippi River Corridor	Global Best-to-Invest Rankings The Prosperity Cup Top Deals Water Resources Tribal Econ. Dev. FDI in America Spotlight on AEC Firms	America's Best Counties Sustainability Rankings The Mac Award Smart Cities Startups & Innovation Research & Science Parks Workforce Rural Advantage Site Development	Global Groundwork Index Outdoor Recreation Top Utilities Transit-Oriented Development Quality of Life	Incentives Business Retention & Expansion FDI in America Opportunity Zones Top FTZ Rankings Rail & Inland Ports
INTERNATIONAL FOCUS	Australia & New Zealand Colombia Western Canada (AB, BC, MB, SK) Western Europe	Central America Eastern Europe Ontario Brazil Middle East	Top Mexican Locations Lat Am/Caribbean Québec United Kingdom South America	Atlantic Canada Africa China The Nordics	Canada's Best Locations Middle East & North Africa Mexico	FDI in Canada India Germany Top Caribbean Locations
STATE SPOTLIGHTS	Alabama Connecticut Delaware Michigan Tennessee	California Illinois Indiana Maryland Minnesota New Mexico South Carolina Washington	Arizona Colorado Florida Iowa Kentucky New Jersey Ohio Oregon Utah	Louisiana Oklahoma Maine Missouri West Virginia Wisconsin	Arkansas California Idaho Massachusetts Nevada North Carolina Pennsylvania Texas	Kansas Mississippi Montana Nebraska New York North Dakota South Dakota Virginia Wyoming
NORTH AMERICAN REGIONS	Midwest (IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, WI) Bos-Wash Corridor (Northeast) I-40 Corridor	Northeast (NJ, NY, PA) Pacific Northwest (AK, OR, WA) South Central (AR, LA, OK, TX) I-4 Corridor	Great Lakes (U.S. & Canada) Gulf Coast Ports (AL, FL, LA, MS, TX) New England (CT, ME, MA, NH, RI, VT) I-77 Corridor	Upstate New York Rocky Mountains (CO, ID, MT, UT, WY) U.S.-Mexico Border I-15 Corridor	Mid-Atlantic (DE, DC, MD, VA) Upper Midwest (IA, IL, IN, MI, MN, WI) I-94 Corridor	Ohio River Corridor (IL, IN, KY, OH, PA, WV) Southeast (AL, FL, GA, MS, NC, SC, TN) Southwest (AZ, NV, NM) New Interstate Corridors
INTELLIGENCE REPORTS	Tennessee Valley Authority		Georgia	Day One / Texas ED Connection	Upstate Alliance, SC	Greater Phoenix
INDUSTRY REPORTS	Semiconductors E-Commerce & Logistics Film & Entertainment Fintech Value-Added Agriculture	Law Firms Agribusiness Biopharmaceuticals Data Centers Cybersecurity	Defense Manufacturing Health Tech & Life Sciences North American Automotive Oil & Gas	Aerospace Advanced Manufacturing Data Centers Semiconductors Food & Beverage	Eds & Meds Logistics & Distribution Advanced Materials Rare Earth Operations BPO	Aerospace & Defense Data Centers Global Automotive Medical Devices & Technology Nuclear Energy
RESOURCE GUIDES			Economic Developers		Utilities	Ports & FTZs
SERVICE PROVIDER SHOWCASE	Advanced Manufacturing AI in Site Selection Mixed-Use Retail	Certified Sites SelectUSA	Shovel-Ready Sites	Workforce Housing Improvement Districts	Biotech Locations Military & Defense	Top Business Park Locations Talent Attractors

THEY SAID IT

I love your magazine. It literally sits on my coffee table right now. I truly do read it, rely on it for additional industry expertise and share segments of it with our leadership team and clients. **PLEASE DO NOT STOP PRINTING** this magazine. As someone who is on airplanes and traveling regularly, I often use your magazine and others to catch up on reading while in flight or on the run. I spend SO much time in front of a computer, I don't want to read an entire magazine online. I look forward to reading your publication in actual page turns!"



— Nicole Bennett, Executive Managing Director and Americas Logistics & Industrial Lead, Cushman & Wakefield



During my tenure as commissioner at Tennessee Community and Economic Development, Site Selection was, as it continues to be today, the leading national authority on economic development activity across the country."



— Matt Kisber, Co-founder and Chairman, Silicon Ranch

In a world where AI can generate infinite content, human-sourced reporting becomes a differentiator.

What you choose to do intentionally — including original interviews, contextual storytelling and informed skepticism — will be the antidote to synthetic noise. Readers will increasingly seek out perspectives grounded in real conversations, especially as AI reshapes every industry."

— Zack Kass, futurist and AI expert, former head of go-to-market strategy for OpenAI

SITE SELECTION MAGAZINE 2025 RATE CARD

PRINT AD RATES

ALL RATES QUOTED ARE IN US \$

Standard Ad Rates	1X	3X	6X
2-Page Spread	\$20,200	\$18,750	\$16,700
Full Page	\$13,600	\$12,600	\$12,200
2/3	\$12,200	\$11,250	\$9,900
1/2	\$10,200	\$9,500	\$8,900
1/3	\$8,000	\$7,750	\$7,500

Cover Positions	1X	3X	6X
IFC* (1 page)	\$16,000	\$14,750	\$13,300
IFC* Spread (2 pages)	\$21,000	\$19,600	\$17,500
IFC* Gatefold Spread (3pg)	\$22,900	—	—
Inside Back Cover (1 page)	\$14,850	\$13,800	\$12,500
Back Cover	\$16,400	\$15,100	\$13,900

* Inside Front Cover

Unique Ads		
Central Gatefold	\$37,000	—

Infographics	
3-Page Fold-out	\$19,500

Modifications	
Minor ad changes to existing ad	\$150

Custom Ad Creation*

The Conway Art Department will create an ad for you. Just supply the various elements (photos, logos, text, ideas, etc.) and your message will be designed to printer specifications.

Fractional (2/3, 1/2 or 1/3 page)	\$750
Full page and half-page spread	\$1,100
Two-page spread and above	\$1,900

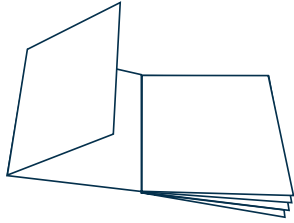
* Client must supply print-quality images, logos and ad copy.

NOTE: All custom ad materials are due 2 weeks prior to space close dates.

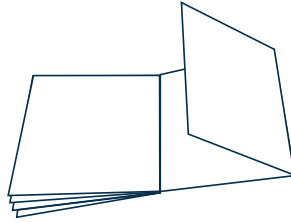
For more information contact info@conway.com



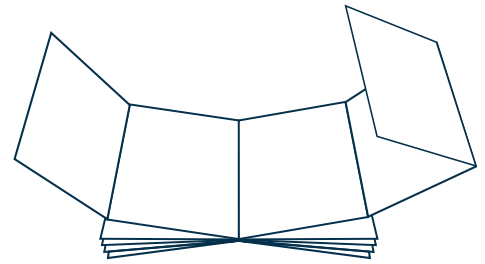
SITE SELECTION MAGAZINE 2025 RATE CARD PRINT AD SPECS



Front Cover Gatefold

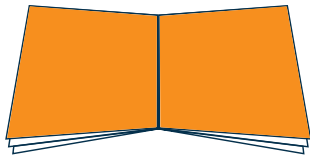


Back Cover Gatefold

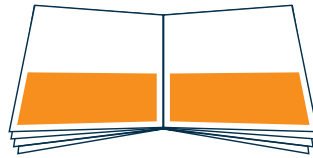


Interior Gatefold

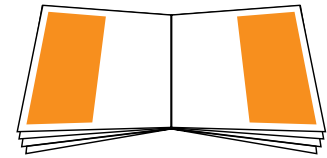
Multiple page options available, please contact Bob Gravlee at bob.gravlee@conway.com for exact specifications.



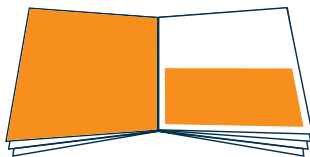
2 pg Spread**
(bleed ad*)
16.5" x 11.125"
(419mm x 283mm)



1/2 pg Horizontal spread**
(bleed ad*)
16.5" x 5.5625"
(419mm x 141mm)

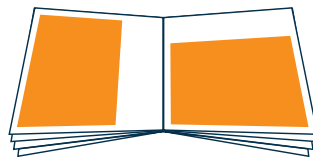


1/2 pg Vertical
3.5" x 10"
(89mm x 254mm)



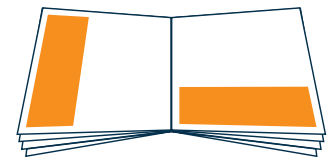
Full pg
(bleed ad*)
8.375" x 11.125"
(213mm x 283mm)

1/2 pg Horizontal
7" x 4.875"
(178mm x 124mm)



2/3 pg Vertical
4.625" x 10"
(118mm x 254mm)

2/3 pg Horizontal
7" x 6.625"
(178mm x 168mm)



1/3 pg Vertical
2.1875" x 10"
(56mm x 254mm)

1/3 pg Horizontal
7" x 3.25"
(178mm x 83mm)

Bleed Specifications

All bleeds are .125" (3.175mm) on each side

* Live copy should be kept .5" from the trim edges on all bleed ads.

** When laying out spread ads, be aware that due to binding, a clipping area of .75" exists in the gutter of all spreads. Please do not place text within .375" of the gutter on either page of a spread.

TERMS & CONDITIONS



PRINT SPECIFICATIONS

Trim Size:

8.125" x 10.875"
(206mm x 276mm)

Printing/Binding Method:

Perfect bound

Print Line Screen:

150 lpi

BLEED

No extra charge.

POSITIONS

Guaranteed special positions are 10% additional cost.

AGENCY COMMISSIONS

15% of gross billing is allowed to advertising agencies on space, inserts, color and position only. No commission is allowed on other items, such as the cost of printing, reprints, etc. No agency commission is allowed for accounts over 30 days past due.

RESPONSIBILITY FOR PAYMENT

In the event of non-payment, the publisher reserves the right to hold the advertiser and/or the advertiser's agency jointly and severally liable for monies due the publisher.

CANCELLATIONS

No cancellations are accepted after a signed insertion order is received and approved.

LIABILITY FOR ERRORS

Publisher's liability is limited to the first insertion in which an error occurs that is the direct result of the publication's printing, mechanicals or typesetting.

LIABILITY

Advertisers and their advertising agencies are liable for all content, including text, representations and illustrations, in advertisements and are responsible for all claims arising thereof made against the publisher, including the publisher's actual attorney's fees.

Advertisers and their advertising agencies agree to release Site Selection from any claim or expense resulting from the unauthorized use of artwork, name, photo or copyrighted material in connection with their advertising.

When advertising copy is not furnished before material deadline, the publisher is authorized to prepare a new ad or repeat a previous ad.

The publisher will not be bound by any conditions, printed or otherwise, that appear in an insertion order or contract when those conditions conflict with the terms and conditions of this rate card.

Site Selection reserves the right to reject any advertising that the publisher feels is not in keeping with the publication's standards. The publisher reserves the right to place the word "advertisement" with copy which, in the publisher's opinion, resembles editorial material.

TERMS

Net 30 days. A 2% late fee will be added to any payment received after 30 days.

MATERIALS SPECIFICATIONS

The Conway production department is Macintosh-based and uses computer-to-plate technology. Advertising materials must be sent electronically or provided on disc.

All images and artwork must be in CMYK color mode (not spot, Pantone or RGB colors). Advertising materials may be submitted in the following file types: pre-press quality PDF (PDF/X-1a compliant), CMYK-jpg or CMYK-tif.

Pre-press quality PDFs (PDF/X-1a file type) have embedded fonts and images should be high resolution (300 ppi). Any CMYK-jpg or CMYK-tif file must have been created with an original resolution of 300 pixels per inch.

PROOFS

Providing a standard SWOP color proof (Kodak, Matchprint, Iris) of your advertisement is strongly recommended, but is not required. In the absence of a physical SWOP color proof, Conway is NOT responsible for color accuracy. Color laser proofs are not acceptable as an accurate color proof but can be used for proofing the ad content.

PRODUCTION CHARGES

Production work to enable an advertisement to meet print requirements and specifications will be billed at the publisher's cost.

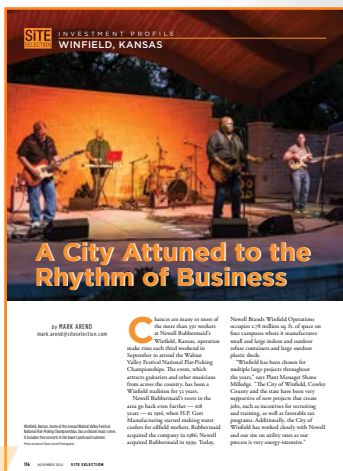
SUBMISSION INSTRUCTIONS

Please email pre-press quality PDF file(s) directly to Bob Gravlee at bob.gravlee@conway.com.

For PDF files larger than 15 megabytes, use *WeTransfer.com* or *DropBox.com* and send a link for access and downloading to bob.gravlee@conway.com.

For more information please call **Bob Gravlee**, Production Coordinator at **1.770.325.3477**.

INVESTMENT PROFILES



The profiles in Site Selection magazine are a useful and important way to promote our location and workforce.”

— **Taggart Wall**, City Manager,
City of Winfield, Kansas

Why?

The biggest location challenge regions face is distinguishing themselves from competitors. All investment promotion agencies face this challenge, be they national, regional, state, municipal, or county-level. In-depth editorial coverage delivered directly to corporate executives actively searching for new global offices or facilities offers a powerful and effective way to stand apart from the competition.

That’s why hundreds of investment promotion agencies around the world have chosen Site Selection to deliver their message in a sponsored Investment Profile.

A Site Selection Investment Profile is a sponsored feature providing detailed editorial coverage of your region. Investment Profiles are linked in an issue of the Site Selection Investor Watch twice-weekly e-newsletter, as well as appearing on the siteselection.com home page for two weeks before being archived by region and target industries.

Investment Profiles include

- ▶ Interviews with leading political leaders outlining your region's competitive advantages and economic development strategy.
- ▶ Interviews with corporate executives from companies that have located in your region explaining why your region was chosen over others, and discussing their experiences doing business in your region.
- ▶ Objective analysis of your region's advantages and attributes.
- ▶ Demographic, business-climate and labor force analyses.
- ▶ An in-depth review of your region's key infrastructure assets.
- ▶ Detailed review of key industries your region targets and incentives offered or planned to attract those industries.
- ▶ Custom infographics that the sponsor retains.

Investment Profile Rates

16-Page Profile

\$73,600

(50 magazine copies and 1,000 reprints)

Includes one week of onsite research & reporting by a Site Selection editor.

12-Page Profile

\$64,250

(50 magazine copies and 750 reprints)

Includes onsite research and reporting by a Site Selection editor.

8-Page Profile

\$51,000

(50 magazine copies and 500 reprints)

4-Page Profile

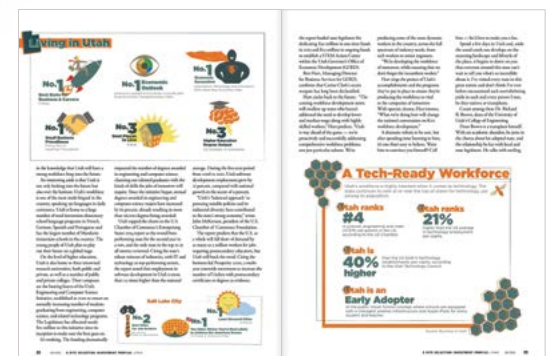
\$30,500

(25 magazine copies and 250 reprints)

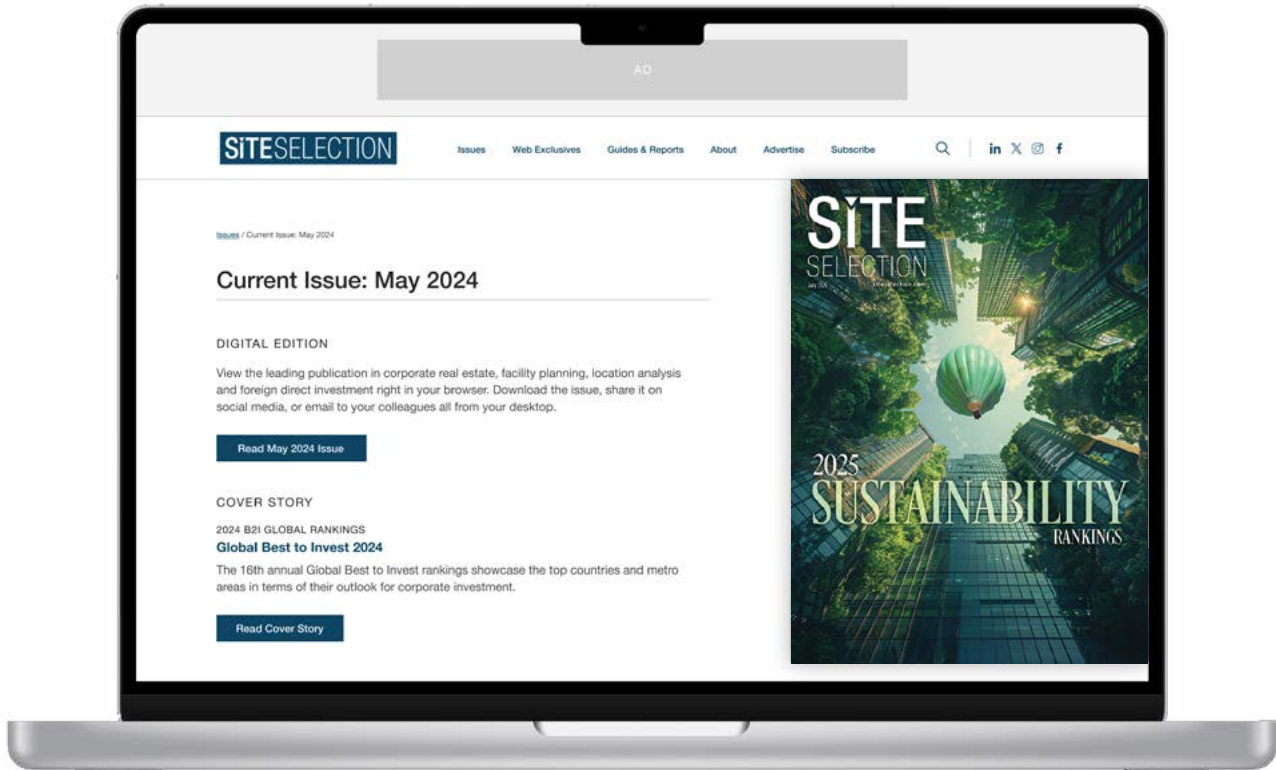
2-Page Profile

\$20,300

(25 magazine copies)



SITE SELECTION ONLINE



Launched in 1983 as *SiteNet.com*, the suite of sites under the umbrella of the *siteselection.com* home page includes the Site Selection Investor Watch, Project Bulletin and Snapshot newsletters, online-exclusive Online Insider stories as well as decades of print and e-newsletter archives, global directories and brands. Also accessible are the complete archives of state and area economic development guides produced by Conway Custom Content, the Conway Projects Database (a subscription-accessible proprietary database of corporate facility project investments tracked worldwide) and *iamc.org* (the Conway-founded and managed Industrial Asset Management Council).

Site Selection Online is one of the industry's most respected and most frequently utilized research tools. A recent reader survey found that more than 90% of Site Selection subscribers use Site Selection Online as a resource to help make a decision on a new project or facility.[†]

[†] Publisher's Own Data

Site Selection and Conway Data have nearly 25,000 followers on Facebook, X and LinkedIn, including these followers of Site Selection magazine.

 9,628 followers

 7,475 Followers

 2,821 Followers

WEB AD SPECS

WEB BANNERS

Banner Type	Dimensions	Size	File Type	Price
Full Top Banner	728x90 px	<100k	html, jpg or gif	\$9,800 / 6 months
Main Homepage Rectangle	300x250 px	<100k	html, jpg or gif	\$11,900 / 6 months
Bottom Catfish	728x90	<100k	html, jpg or gif	\$9,800 / 6 months
Video Spot	N/A	N/A	Vimeo or Youtube URL	\$5,900 / month
Leaderboard 1 or 2	728x90 px	<100k	html, jpg or gif	\$1,500 / month
Rectangle 1 or 2	300x250 px	<100k	html, jpg or gif	\$1,500 / month
Editorial Banner	300x250 px	<100k	html, jpg or gif	\$1,500 / month
Online Insider	300x250 px	<100k	html, jpg or gif	\$2,500 / month
Digital Edition WEB	300x600 px	<100k	html, jpg or gif	\$5,800 / issue (1 of 2)

EMAIL BANNERS

Banner Type	Dimensions	Size	File Type	Price
Site Selection Investor Watch Banner	468x60 px	<100k	html, jpg or gif	\$500 / issue
Site Selection Investor Watch Primary	300x250 px	<100k	html, jpg or gif	\$1,500 / issue
Site Selection Investor Watch Secondary	300x250 px	<100k	html, jpg or gif	\$1,000 / issue
Digital Edition EMAIL	468x60 px	<100k	html, jpg or gif	\$5,800 / issue (2 of 2)

** May be animated, but must still adhere to file size restrictions. Due to the constraints of certain email programs, the first frame of any animated gif must contain the entire graphic. Some email programs such as Outlook 07 do not support animated gifs. Only the first frame of the animation will be displayed. For all other users, the animation will play normally.*

SUBMISSION INSTRUCTIONS

To submit files, attach gif or jpg to an email referencing client name.

Address the email to: **webmaster@conway.com**

You will receive an email with your receipt.

NOTE: GIF files may contain a transparent color.

Full web media kits available upon request at: **info@conway.com**

INVESTOR WATCH

Get more exposure for your advertising with Site Selection online newsletters. The Site Selection Investor Watch includes exclusive Online Insiders, a weekly Snapshot featuring unique stories excavated from data and analytics, and the Project Bulletin showcasing projects around the world from the proprietary Conway Projects Database. Advertising options are available in various packages.

SITE SELECTION INVESTOR WATCH KEEPS A STRONG AND STEADY FINGER ON THE FAST-CHANGING PULSE OF CORPORATE REAL ESTATE AND ECONOMIC DEVELOPMENT. THIS WEB EXCLUSIVE CONTENT GETS TO THE HEART OF NEW PROJECTS AND DEVELOPMENTS.



2 issues per week (Monday, Thursday)

Position	Cost
Primary	\$1500
Secondary	\$1000
Leadership / Banner	\$500

SITESELECTION

ONLINE INSIDER

Egypt to Maximize Mineral Opportunities with Assist from China

by Alexis Elmore

Egypt will produce an additional 250,000 tons per year of phosphoric acid for exports to high-yield industries like agriculture.

Photo: Getty Images

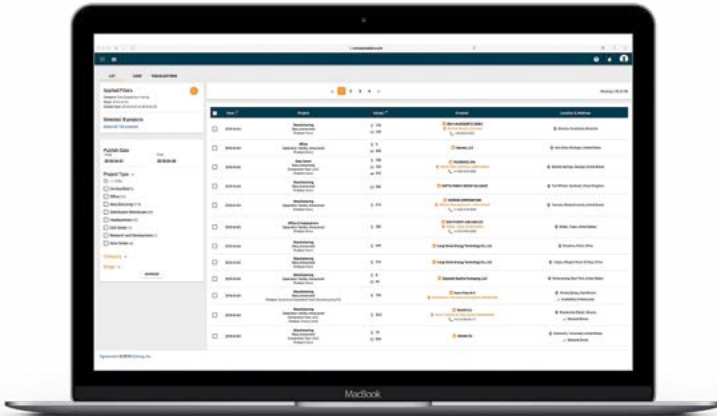
A new project investment backed by Egyptian officials aims to leverage the country's mineral resources in order to drive a new wave of economic growth.

CONWAY PROJECTS DATABASE

WANT MORE? THE PROPRIETARY DATABASE THAT INFORMS SITE SELECTION'S RANKINGS IS AVAILABLE BY SUBSCRIPTION.



Rankings derived from private-sector facility project investment data in the Conway Projects Database are considered by corporate real estate analysts to be the industry scoreboard.



Project Tracking



Between 3,000 and 4,000 new international investment projects each year*

Data Visualization



create and download data visualizations based on search criteria

Helpful Highlights

- 1 investment breakdowns by industry,
- 2 geographic region, number of jobs created
- 3 and other summaries

Industry Commentary



Providing insight into the thought processes of top-level executives and the strategic directions of different industries

*Source: Conway Data

\$4,900
per seat

AWARDS & ENDORSEMENTS

2024



AZBEES (ASBPE Award of Excellence) National Award - Silver

- ▶ Front Cover ("The Infrastructure Issue" September 2023)



AZBEES (ASBPE Award of Excellence) Regional Award - Bronze

- ▶ Enterprise News Story ("Revival of a Legend" March 2023)

Site Selection is one of the few magazines left out there that are actually pertinent. We read it, we know our competition reads it, and people pay attention to it. This an industry publication that is still more than relevant."

— John Augustine III, President and CEO, Penn's Northeast



2019

APEX Award of Excellence

- ▶ Magazines, Journals & Tabloids – Writing category (*Site Selection* March 2018)

APEX Award of Excellence

- ▶ Magazines, Journals & Tabloids – Custom-Published (*Business in Utah*)

Graphic Design

- ▶ Design & Illustration – Covers / Site Selection (*September 2018*)

2018

APEX Award of Excellence

- ▶ Magazines, Journals & Tabloids – Writing category (*Site Selection* July 2017)

APEX Grand Award

- ▶ Magazines, Journals & Tabloids (*2017 World's Most Competitive Cities* report)

2017

APEX Awards for Publication Excellence

- ▶ Magazines, Journals & Tabloids – Custom Published (*Colorado: Business Comes to Life*)

AZBEES (ASBPE Award of Excellence) Regional Award - Silver

- ▶ Front Cover ("State of the States" January 2016)

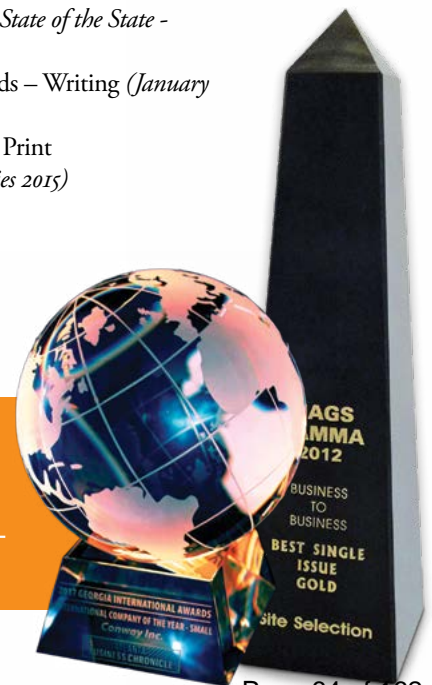


2016

APEX Awards for Publication Excellence

- ▶ Design & Illustration (*Iowa - State of the State - Infographics*)
- ▶ Magazines, Journals & Tabloids – Writing (*January 2016*)
- ▶ One-of-a-Kind Publications - Print (*World's Most Competitive Cities 2015*)

WINNER OF THE 2017 ATLANTA BUSINESS CHRONICLE
GEORGIA INTERNATIONAL AWARDS
 International Company of the Year



**AZBEES (ASBPE Award of Excellence)
National Award - Gold**

- ▶ Visual Storytelling (“*Caribbean: ICT Hub in the Making*” July 2015)
- ▶ Visual Storytelling (“*Iowa State of the State*” *Iowa Economic Development Guide*)

Tabbies International Editorial & Design Awards Honorable Mention

- ▶ Opening Page or Spread (“*A League of Their Own*” March 2015)

2015

APEX Awards for Publication Excellence

- ▶ Magazines, Journals & Tabloids – Custom Published (“*The 2014 Kentucky Economic Development Guide*”)
- ▶ Writing – Interviews & Personal Profiles (“*Interview with Wisconsin Gov. Scott Walker*” May 2014)

AZBEES (ASBPE Award of Excellence)

- ▶ Cover Design (May 2013)

Tabbies International Editorial & Design Awards Honorable Mention

- ▶ Best Business to Business Website

2013

APEX Award of Excellence

- ▶ Magazine & Journal Writing (Nov. 2012)
- ▶ OnSITE Travel Blog

MAGS GAMMA - Silver Award

- ▶ Best Redesign, Business-to-Business

MAGS GAMMA - Bronze Award

- ▶ Best Online Magazine
- ▶ Best Single Cover
- ▶ Best Single Issue (May 2013)
- ▶ General Excellence



“We looked at states that have a good reputation for doing business in them. Business climate rankings done by Site Selection were used.”

– Gabby Bruno, Regional Director of Government Affairs, Ford Motor Co., speaking in January 2022 with Site Selection EVP Ron Starner about the company’s \$11.4 billion BlueOval City investments in Tennessee and Kentucky

2011

APEX Award of Excellence

- ▶ Magazines & Journals – Over 32 pg. (May 2010)

MAGS GAMMA - Gold Award

- ▶ Best Online Magazine (Site Selection)

MAGS GAMMA - Silver Award

- ▶ Best Custom Publishing (Nov. 2010, Georgia Investment Profile)
- ▶ Best Feature (July 2010, The Green Guide)

2010

APEX Award of Excellence

- ▶ Newsletters – Electronic & Web (Energy Report)
- ▶ Web Site

MAGS GAMMA - Silver Award

- ▶ Best Online Magazine – Business-to-Business

MAGS GAMMA - Honorable Mention

- ▶ Best Single Issue (Nov. 2009)

2009

APEX Award of Excellence

- ▶ Magazines & Journals - Print over 32 pages (Nov. 2008)

MAGS GAMMA - Silver Award

- ▶ Best Single Issue (Nov. 2008)

MAGS GAMMA - Honorable Mention

- ▶ Best Magazine Website
- ▶ General Excellence

“The future of magazines and periodicals is in publications like Site Selection, hyper-focused to specific clientele in particular trades and industries and are able to give deep reporting with long reads and investigative deep dives into industries, states and locales. That’s something only outlets like yours can provide.”

– Dr. Ashton G. Ellett, Director, Richard B. Russell Library for Political Research and Studies, University of Georgia



Graphic Design USA

- ▶ Publications & Periodicals (*A Healthy Revolution*, July 2015)
- ▶ Publication Design (*Utah Investment Profile*, July 2015)

2014

APEX Award of Excellence

- ▶ Magazine, Journal & Tabloid Writing (Nov. 2013)

**AZBEES (ASBPE Award of Excellence)
Regional Award - Silver**

- ▶ Editorial Excellence (“*How to Herd Cats*” Mar. 2013)

2012

APEX Award of Excellence - Grand Award

- ▶ Web Site

APEX Award of Excellence

- ▶ Magazine & Journal Writing (Nov. 2011)

MAGS GAMMA - Gold Award

- ▶ Best Online Magazine
- ▶ Best Single Issue (Sept. 2011)

MAGS GAMMA Silver Award

- ▶ Business-to-Business Magazine

SITE SELECTION

“ A MAN WHO STOPS
ADVERTISING TO SAVE
MONEY IS LIKE A MAN
WHO STOPS A CLOCK
TO SAVE TIME. ”

— HENRY FORD

CONNECT WITH US



SITE SELECTION MAGAZINE @SITESELECTIONMAGAZINE @SITESELECTION

WWW.SITeseLECTION.COM

Community Benefits Agreement

Among:

City of Forest Park, Georgia (“City”),

Downtown Development Authority of the City of Forest Park (“Issuer”),

and

Digital Realty Trust, Inc. (“Developer”)

Date: _____, 2026

1. Purpose.

This Community Benefits Agreement ("Agreement") among the City of Forest Park, Georgia (the "City"), the Downtown Development Authority of the City of Forest Park (the "Issuer") and Digital Realty Trust, Inc. ("Developer") sets forth the commitments made by Developer in consideration for (i) the issuance by the Issuer of the herein after described Bonds and (ii) the availability of certain tax incentive benefits.

It is anticipated that the Issuer will issue its Taxable Lease Purchase Revenue Bonds (Digital Realty Trust Data Center Development Project), in one or more series or subseries (the "Bonds"), in the maximum aggregate principal amount not to exceed \$3,000,000,000, to the Developer, as bond purchaser, for the purpose of financing, in whole or in part, the acquisition, construction, installation, and equipping of a co-location data center facility, which will include two to three buildings with a combined footprint of approximately 1.6 million to 1.9 million square feet, to be located on an approximately 97-acre land assemblage on the site of the former Fort Gillem army base within the borders of the City (the "Site" and, together with the data center facility, equipment and personal property, the "Project"). Prior to or concurrent with the issuance of the Bonds, the Developer will deliver to the Issuer title to the Project.

It is further anticipated that the Issuer and the Developer will enter into (i) one or more lease agreements (each, a "Lease Agreement") pursuant to which the Issuer will lease the Project to the Developer, for monthly lease payments equal to the debt service payments on the Bonds, and (ii) one or more memoranda of understanding (each, a "MOU") setting forth a schedule for valuation of the Developer's leasehold interest in the Project throughout the term of the Lease Agreement(s), subject to certain reporting, compliance and tax savings reimbursement obligations of the Developer.

Developer represented that the availability of the taxable revenue bond transaction and the tax incentives pursuant to the Lease Agreements and the MOU's for the Project was an important factor under consideration by Developer in determining the feasibility of locating operations at the Site and making capital investments in the Project. This Agreement ensures that Developer provides certain benefits, particularly in the areas of education, employment, infrastructure and digital equity, to the residents of the City in exchange for those certain economic incentives, including but not limited to tax abatements, land use accommodations or infrastructure support, provided to Developer pursuant to, and as more fully described in, the Lease Agreements and MOU's.

In consideration of the mutual promises, covenants, obligations and benefits contained in the Lease Agreements and MOU's, Developer hereby agrees to provide, and the City and Issuer hereby accept, the community benefits set forth in this Agreement.

2. Term of Agreement.

This Agreement shall remain in effect for a minimum of **ten (10) years**, or for the duration of any tax abatement or public subsidy provided under the MOU's, whichever is longer.

3. Education Commitments.

- **Annual Education Fund:** Developer shall establish and contribute **\$250,000 per year** to an Education Equity & Scholarship Fund ("Fund"), to be managed and administered by the Clayton County Public Schools Foundation, the purpose of which shall be to advance the education of students attending public schools located within the city limits of Forest Park by (a) providing tuition aid for post-secondary school education, and (b) equipping schools with technology improvements and supplies to support STEM programs.
 - **Career Pathway Program:** Developer shall partner with Clayton County Public Schools to establish a career pathway program that provides at least **five (5) paid internships per year** for Forest Park High School students relating to IT, HVAC, security or data operations.
-

4. Local Hiring & Workforce Development.

- **Construction Phase:**

- At least **thirty percent (30%) of all construction labor** shall be sourced from within **Clayton County**, with priority for Forest Park residents.
 - Developer shall create at least **3,000 temporary construction, engineering, project management and skilled jobs** in connection with the development of the Project.
 - Developer shall partner shall partner with the City's ELEVATE program to conduct local job fairs, post job openings and conduct outreach for its temporary construction positions and shall cause its contractors and subcontractors to do the same.
- **Permanent Jobs:**
 - A minimum of **ten (10) full-time operational roles** shall be made available to local residents annually, with training support.
 - Developer shall create at least **sixty (60) permanent jobs**, with average annual salary of at least **\$100,000**.
 - Developer shall partner with the City's ELEVATE program to conduct local job fairs, post job openings, and conduct outreach for its permanent positions.

5. Infrastructure & Public Services.

- On the Effective Date of this Agreement, Developer commits to donating not less than **\$500,000** to the City for use in connection with the Starr Park renovations and improvements.
- Not later than the first anniversary of the Effective Date of this Agreement, Developer commits to donating not less than **\$300,000** to the City to be used to improve the City's public safety facilities and/or procure safety equipment for the City's first responders.
- Not later than the second anniversary of the Effective Date of this Agreement and annually on each anniversary thereafter for the term of this Agreement, Developer commits to donating not less than **\$150,000** to the City to be used to improve and enhance public spaces within the City, including, but not limited to, sidewalks, parks, streetscapes, public art, sculptures, murals, benches, fountains, playgrounds, community centers and pedestrian lighting.

6. Digital Equity.

- Developer agrees to collaborate with the City to:
 - **Provide affordable or free broadband access** to low-income households within the City by leveraging fiber infrastructure installed for the data center.
 - Launch a **Digital Equity Grant Program** for small businesses and nonprofit organizations in need of technology upgrades.
-

7. Environmental Sustainability & Site Conditions.

- Developer shall continue the environmental remediation measures underway at the Project Site in partnership with local, state and federal agencies, including soil and groundwater cleanup, to ensure the property meets all applicable environmental and safety standards. Developer shall ensure that such remediation process will be conducted in accordance with Georgia Environmental Protection Division (EPD) guidelines and in coordination with the U.S. Army and the City of Forest Park.
 - The Project shall meet or exceed **LEED Silver** building standards.
 - Developer agrees to establish a Green Home Improvement Grant in the amount of **\$500,000**, to be administered by the City or its designee, for the purposes of providing green and sustainable renovations to the homes of the City's residents.
 - Developer agrees to install: (a) noise mitigating green infrastructure to minimize noise pollution at the Site, and (b) sound enclosures around the generators in addition to landscape buffers.
 - Developer agrees that it shall engage a third-party environmental consultant, at Developer's expense, to verify compliance with:
 - Emission controls;
 - Noise level limits; and
 - Water usage efficiency.
 - Developer agrees to install **solar panels** or contribute to a City-led renewable energy project.
-

8. Reporting & Enforcement.

- Developer acknowledges that the City shall establish an independent **Community Oversight Committee** (the “COC”) which shall be composed of:
 - Two (2) City Council members;
 - Two (2) Forest Park residents;
 - One (1) representative from Clayton County Public Schools; and
 - One (1) representative selected by Developer.
 - The COC shall meet **not less than twice per calendar year** to review Developer’s compliance with its obligations under this Agreement, the MOU’s and, to the extent necessary, the Lease Agreements.
-

9. Public Access & Transparency.

- The Developer agrees to deliver annual impact reports on job creation and hiring, the use of donations made pursuant to this Agreement and the environmental impact metrics associated with the Project.
 - Developer acknowledges and agrees that the City may post such reports on the City’s website and make such reports available in print at City Hall and public libraries, in the City’s sole discretion.
-

10. Acknowledgement and Agreement.

Developer hereby acknowledges that its compliance with the terms of this Agreement and its provision of the benefits defined herein (the “Community Benefits”) are material to the City’s willingness to extend the City’s Economic Development Investment Program to the Project and execute the MOU’s, and to the Issuer’s willingness to issue the Bonds and enter into the Leases and the MOU’s. Developer further acknowledges that delivery of the Community Benefits constitutes one or more of the Performance Goals detailed in the MOU’s, and that Developer’s failure to comply with the Performance Goals, including the Community Benefits, as detailed in the MOU’s constitutes an Event of Default thereunder and under the Lease Agreements which could result in cancellation of the abatement schedules or tax repayment obligations.

Should any conflict exist between the terms of this Agreement and the MOU’s, the terms of the MOU’s shall control. Should any conflict exist between the terms of this Agreement and the Lease Agreements, the terms of the Lease Agreements shall control.

By their signatures appearing at the end of this Agreement, all parties hereto acknowledge having reviewed the specific terms of this Agreement and represent their assent thereto.

[Signatures begin on following page.]

IN WITNESS WHEREOF, the authorized representatives of the parties hereto have signed this Agreement as of the Effective Date.

City of Forest Park, Georgia

By: _____
Angelyne Butler, MPA
Mayor

(SEAL)

ATTEST:

By: _____
Randi Rainey, CMC
City Clerk

**Downtown Development Authority of the
City of Forest Park**

By: _____
Nachaé Jones
Vice Chair

(SEAL)

ATTEST:

By: _____
Secretary

Digital Realty Trust, Inc., a Maryland
corporation

By: _____

[Name]

[Title]

INDUCEMENT RESOLUTION OF THE DOWNTOWN DEVELOPMENT AUTHORITY OF THE CITY OF FOREST PARK DECLARING ITS INTENTION TO ISSUE NOT TO EXCEED \$3,000,000,000 IN ORIGINAL AGGREGATE PRINCIPAL AMOUNT OF ITS TAXABLE LEASE PURCHASE REVENUE BONDS, IN ONE OR MORE SERIES, TO FINANCE THE ACQUISITION AND CONSTRUCTION OF A PROPOSED DATA CENTER DEVELOPMENT PROJECT FOR DIGITAL REALTY TRUST, INC. (THE “COMPANY”); APPROVING A FORM OF COMMUNITY BENEFITS AGREEMENT; APPROVING A FORM OF ECONOMIC DEVELOPMENT INCENTIVES MEMORANDUM OF UNDERSTANDING; AND OTHER RELATED MATTERS.

WHEREAS, the Downtown Development Authority of the City of Forest Park (the “**Authority**”) has been duly created and is existing under and by virtue of the Constitution and the laws of the State of Georgia (the “**State**”), in particular, the Development Authorities Law of Georgia (O.C.G.A. § 36-62-1, *et seq.*, as amended) (the “**Act**”) and an activating resolution of the City Council of the City of Forest Park, Georgia (the “**City**”), and is now existing and operating as a public body corporate and politic and an instrumentality of the State; and

WHEREAS, the Authority was created for the purpose, among other things, of promoting and furthering the public purpose of developing trade, commerce, industry, and employment opportunities, and the Act empowers the Authority to issue its revenue bonds in accordance with the applicable provisions of the Revenue Bond Law of the State, O.C.G.A. Section 36-82-60, *et seq.*, as amended, for the purpose of financing the cost of any “project” (as defined in the Act) in furtherance of the public purpose for which it was created; and

WHEREAS, the officials of the Authority have been informed by representatives of Digital Realty Trust, Inc., (the “**Company**”), that the Company desires for the Authority to issue its revenue bonds, in one or more series or subseries, for the purpose of financing, in whole or in part, the acquisition, construction, installation, and equipping of an approximately 1.6 to 1.9 million square foot data center co-location development comprising two to three buildings located on an approximately 97 acre land assemblage on the site of the former Fort Gillem army base in the City (together with equipment and personal property located thereon, the “**Project**”); and

WHEREAS, it is estimated by the Company that the acquisition, construction, installation, and equipping of the Project will require expenditures currently estimated to be approximately \$3,000,000,000 (the “**Investment Goal**”) which will be invested in a targeted area within the City and that the availability of ad valorem property tax incentives with respect to such capital expenditures is an important factor under consideration by the Company in determining the financial feasibility of the Project; and

WHEREAS, in addition to the capital expenditures to be made to fund the Project it is expected that the undertaking will (i) produce not fewer than sixty (60) net new permanent full-time jobs, (ii) [ten (10)] new full-time jobs in the City, with training support, and (iii) 3,000 temporary construction, engineering, project management and skilled jobs (the “**Jobs Goal**”); and

WHEREAS, the Company has applied for benefits under the City’s Economic Development Incentive Program (the “**Economic Development Incentive Program**”), and to further induce the City to grant such benefits the Company has agreed, in exchange for the ad valorem tax incentives granted by the City under the Economic Development Incentive Program, that the Company will agree to provide certain community benefits, including, but not limited to, educational commitments, local hiring and workforce development, public improvements, digital equity, and environmental sustainability and transparency commitments (collectively with the Jobs Commitment, the “**Public Benefits**”), documented in a community benefits agreement (the “**Community Benefits Agreement**”) to be entered into by and among the City, the Authority and the Company, in substantially the form attached hereto as Exhibit A; and

WHEREAS, the tax abatement schedule that will apply to the real property and personal property portions of the Project as a result of the Company’s participation in the Economic Development Incentive Program, subject to the Company’s fulfillment of certain economic development goals (including the Investment Goal and the Jobs Goal), as described in an Economic Development Incentives Memorandum of Understanding (whether one or more, an “**MOU**”) by and between the Authority, the City, and the Company, [and acknowledged by the Clayton County Board of Assessors (the “**Board of Assessors**”) and the Tax Commissioner of Clayton County (the “**Tax Commissioner**”),] in substantially the form attached hereto as Exhibit B; and

WHEREAS, after careful study and investigation as to the nature of the Project based upon information provided by the Company, at a meeting open to the public, held in accordance with the Open Meetings Law, the Authority has determined that, in consideration of the Public Benefits expected to be received, assisting with the financing of the acquisition, construction, installation, and equipping of the Project will be in the best interest of the citizens of the City and will be in furtherance of the public purposes for which the Authority was created; and

WHEREAS, the most feasible method of financing the acquisition, construction, installation, and equipping of the Project is for the Authority to issue its lease purchase revenue bonds, in one or more series or subseries, in the maximum aggregate principal amount not to exceed \$3,000,000,000, to be known as the “Downtown Development Authority of the City of Forest Park Taxable Lease Purchase Revenue Bonds (Digital Realty Trust Data Center Development Project) (the “**Bonds**”), to acquire title to the Project and for the Authority to lease the Project to the Company pursuant to one or more lease agreements whereby the Company shall make, or otherwise cause to be made, rental payments and other payments in amounts sufficient to pay the principal of, redemption premium, if any, and interest on the Bonds as the same shall become due and payable and to pay certain fees of the Authority and other amounts, fees, and expenses related thereto; and

WHEREAS, the issuance of the Bonds shall be subject to (i) payment of an Authority’s fee equal to the greater of \$3,750,000 or one-eighth (1/8th) of one-percent (1%) of the aggregate principal amount of the Bonds (which fee shall be payable at closing), (ii) payment of an annual, non-refundable fee equal to the greater of \$1,687,500 or one-sixteenth (1/16th) of one-percent (1%) of the aggregate principal amount of the Bonds (which fee shall be payable annually on the anniversary of the closing date), and (iii) a reasonably acceptable financing plan being implemented by the Company which would comply in all respects with the laws of the State and

all applicable requirements of federal law, including, without limitation, the provisions of the Act; and

WHEREAS, (i) the Bonds shall constitute special and limited obligations of the Authority payable solely from the revenue pledged to the payment thereof and shall not constitute or be deemed to constitute a debt of the Authority, the City or the State or any political subdivision thereof within the meaning of any State constitutional limitation on debt, nor a pledge of the faith and credit of the Authority, the City or the State or any political subdivision thereof, nor shall the Authority, the City or the State be subject to any pecuniary liability thereon, (ii) the Bonds shall not be payable from nor charge upon any funds other than revenue pledged to the payment thereof, (iii) no holder or holders of any Bonds will ever have the right to compel any exercise of the taxing power of the Authority, the City or the State or any political subdivision thereof to pay the Bonds or any interest thereon, nor to enforce the payment thereof against any property of the Authority, the City or the State or any political subdivision thereof, (iv) the Bonds shall not constitute a charge, lien or encumbrance, legal or equitable, upon any property of the Authority, the City or the State or any political subdivision thereof, other than the specific funds pledged therefor, and (v) nothing herein should be understood as an endorsement or evaluation of the credit quality of the Company or the Bonds;

WHEREAS, the Company has requested that the Authority evidence its willingness to issue the Bonds to finance the Project and to enter into the MOU so that certain investments in the Project and the Company's work to begin operation of the Project may move forward; and

WHEREAS, in furtherance of its public purpose, the Authority has determined that it is in the best interests of the citizens of the area served by the Authority that the Project move forward without delay, and that the Authority (i) declare its intention to issue the Bonds and (ii) approve the form of Community Benefits Plan and the form of MOU as attached hereto; and

NOW, THEREFORE BE IT RESOLVED, by the Board of Directors of the Downtown Development Authority of the City of Forest Park, and it is hereby resolved by the authority of the same as follows:

1. This Resolution is adopted pursuant to the provisions of the Act; and the Board of Directors of the Authority, after careful consideration and deliberation, hereby finds that the Project for which the Bonds are to be issued will develop trade, commerce, industry, and employment opportunities and that together with the other expected Public Benefits are all for the public good and general welfare of the City and promote the general welfare of the State. Therefore, the proposed Project constitutes a "project" within the meaning of O.C.G.A. § 36-62-2(6)(N).

2. It is the Authority's intent that an *ad valorem* tax leasehold valuation schedule apply to the Project, to be determined, subject to the confirmation by the Board of Assessors; provided that the Company shall acknowledge and agree that failure to attain at least [eighty percent (80%)] of the committed jobs and capital investment, as applicable, within three (3) years of the issuance of the Bonds or within one (1) year of receipt of a certificate of occupancy, whichever occurs sooner, will constitute a sufficient basis for the Authority or the Board of Assessors to review and revise the leasehold valuation schedule. For the avoidance of doubt,

such *ad valorem* tax leasehold valuation schedule shall relate solely to *ad valorem* taxation imposed by the City. Additionally, the Company shall acknowledge and agree that failure to pay, or cause to be paid, only of the enumerated monetary commitments set forth in the Community Benefits Agreement shall constitute a default if not cured within the period provided in the MOU.

3. The Company may, from time to time as it may deem necessary prior to the issuance of the Bonds, advance funds necessary to begin the acquisition, construction, installation, and equipping of the Project; any such funds so advanced shall be repaid to the Company from the proceeds of the Bonds when the same are issued and delivered.

4. [The Authority accepts and approves the Company's application with respect to the Project under the Economic Development Incentive Program, and the Authority acknowledges receipt of payment of the Economic Development Incentive Program application fee with respect to the Project.]

5. For the purpose of financing the costs of the Project and other costs and expenses incident thereto, funding any necessary reserves and paying all or a portion of the costs of issuance of the Bonds, the Authority hereby declares its official intention to issue the Bonds (to be designated more appropriately as approved by the Authority prior to the issuance of the Bonds), in one or more series, in the maximum original aggregate principal amount of not to exceed THREE BILLION AND NO/100 DOLLARS (\$3,000,000,000), or such greater amount as the Authority by a subsequent resolution may approve, on such terms and conditions as the Authority in its sole and absolute discretion by a subsequent resolution may approve under and in accordance with the applicable laws of the State, and further subject to the following: (a) a reasonably acceptable financing plan being implemented by the Company which would comply in all respects with State law; (b) the execution by the Company and other applicable parties of such documentation, including one or more MOUs and a Community Benefits Plan, as may be required by the Authority in its sole and absolute discretion, in order to effect the financing of the Project herein contemplated; and (c) the compliance with all applicable requirements of State, local, and federal law in effect at the time of issuance of the Bonds.

6. The Authority finds, considers, and declares that the issuance and sale of the Bonds for the purposes set forth in this Inducement Resolution will be appropriate and consistent with the objectives of the Act and the other laws of the State.

7. The Chair or Vice Chair and Secretary or Assistant Secretary of the Authority (each, an "**Authorized Officer**") are hereby authorized to execute and deliver the Community Benefits Agreement substantially in the form attached hereto as Exhibit A, subject to such minor changes as approved by the Chair or Vice Chair, and execution of such Community Benefits Agreement will be conclusive evidence of approval of any such changes.

8. The Authorized Officers are hereby authorized to execute and deliver one or more MOUs with respect to the Project, substantially in the form attached hereto as Exhibit B, subject to such minor changes as approved by the Chair or Vice Chair, and execution of each such MOU will be conclusive evidence of approval of any such changes.

9. The Authority has determined that no performance audit or performance review will be conducted with regard to the Bonds, and such statement of that determination will be included in the published Notice to the Public in the validation proceedings for the Bonds. As a result, no performance audit or performance review will be required with regard to the issuance of the Bonds. However, the Company will be required to comply with annual reporting requirements to be set forth in the definitive bond documents to be entered into by the parties.

10. No declaration, obligation, or agreement herein contained, or contained in any of the documents authorized hereby, shall be deemed to be a covenant, obligation, or agreement of any director, officer, agent, attorney, or employee of the Authority in his or her individual capacity, and neither the directors of the Authority nor any officer or employee executing any document authorized by this Inducement Resolution shall be liable personally thereunder or be subject to any personal liability or accountability by reason of the execution and delivery thereof.

11. The Authorized Officers are hereby authorized to execute such further documents and do such further things as they may determine to be necessary or proper to carry out the intent and purpose of this Inducement Resolution or any document herein authorized. All acts and doings of the directors, officers, agents, attorneys, and employees of the Authority which are in conformity with the purposes and intent of this Inducement Resolution and in the furtherance of the proposed issuance of the Bonds and the execution, delivery, and performance of any document authorized hereby, shall be, and the same hereby are, in all respects approved, ratified, and confirmed.

12. All resolutions of the Authority or parts thereof in conflict with the provisions herein contained are, to the extent of such conflict, hereby superseded and repealed.

ADOPTED AND APPROVED this ____ day of _____, 2026.

**DOWNTOWN DEVELOPMENT AUTHORITY
OF THE CITY OF FOREST PARK**

By: _____
Chair

[SEAL]

ATTEST:

By: _____
Secretary

EXHIBIT A

Form of Community Benefits Agreement

EXHIBIT B

**Form of Economic Development Incentive
Memorandum of Understanding**

SECRETARY’S CERTIFICATE

I, _____, the duly appointed, qualified and acting Secretary of the Downtown Development Authority of the City of Forest Park (the “**Authority**”), **DO HEREBY CERTIFY** that the foregoing pages of typewritten matter pertaining to the Authority declaring its intention to issue up to \$3,000,000,000 maximum aggregate principal amount of its taxable lease purchase revenue bonds, in one or more series, to finance a proposed project for Digital Realty Trust, Inc. constitute a true and correct copy of the Resolution adopted on _____, 2026, by the members of the Board of Directors of the Authority in a meeting duly called and assembled, which was open to the public and at which a quorum was present and acting throughout, and that the original of said Resolution appears of public record in the Minute Book of the Authority which is in my custody and control.

GIVEN under my signature and seal of the Authority, this ____ day of _____, 2026.

Secretary

[SEAL]

**ECONOMIC DEVELOPMENT INCENTIVES
MEMORANDUM OF UNDERSTANDING**

THIS ECONOMIC DEVELOPMENT INCENTIVES MEMORANDUM OF UNDERSTANDING (this “MOU”), dated as of _____, 2026, by and among the **DOWNTOWN DEVELOPMENT AUTHORITY OF THE CITY OF FOREST PARK** (the “DDA”), a downtown development authority and public body corporate and politic duly created by the Downtown Development Authorities Law, O.C.G.A. Section 36-42-1, *et seq.* (the “Act”) and an activating resolution of the governing body of the City of Forest Park, Georgia, **DIGITAL REALTY TRUST, INC.**, a Maryland corporation (the “Company”), and the **CITY OF FOREST PARK, GEORGIA** (the “City”), and upon its execution hereof, and their successors and assigns (collectively, the “Parties”), is for the purpose of confirming the terms and obligations of the parties with respect to the offer and acceptance of certain economic development incentives and conditions. [The **CLAYTON COUNTY BOARD OF ASSESSORS** (the “Board”) and the **TAX COMMISSIONER OF CLAYTON COUNTY, GEORGIA** (the “Tax Commissioner”) are executing this MOU to acknowledge their receipt of the same.]¹

The DDA intends to provide the economic incentives described below in exchange for the Company constructing, equipping and installing a data center development on land owned or to be owned by the Company (such improvements, including any tenant improvements, the “**Improvements**”, and the Improvements and the land collectively, the “**Real Property**”), a data center development (all as further described below, the “**Project**”). The economic incentives are being provided in accordance with a Memorandum of Understanding between the DDA and Clayton County, Georgia (the “**County Memorandum of Understanding**”) regarding certain economic incentives for the Project, a copy of which County Memorandum of Understanding is attached hereto as Exhibit A.

1. The Project.

The Project is expected to consist of an approximately 1.6 to 1.9 million square foot data center co-location development comprising two to three buildings located on an approximately 97 acre land assemblage on the site of the former Fort Gillem army base in the City (as more particularly described in Exhibit B attached hereto, the “**Site**”), together with furniture, fixtures, and data centers equipment including servers, storage systems, networking equipment, and power supply and cooling systems and other personal property (the “**Personal Property**”) installed or to be located thereon. The Company agrees to construct the Improvements and install the Personal Property subject to the terms of this MOU. The Real Property portion of the project is expected to result in an investment of not less than [\$1,800,000,000], and the Personal Property, once acquired and installed, is expected to result in an investment of not less than [\$1,200,000,000] (for a total expected Project investment of not less than [\$3,000,000,000]). The Company anticipates that the Project will create (a) approximately three thousand (3,000) temporary construction engineering, project management and skilled jobs, (b) **at least ten (10) new full-time operational jobs in the City, with training support**, and (c) at least sixty (60) permanent full-time jobs in the

¹NTD: Will the Tax Assessor and Tax Commissioner agree to acknowledge (not consent) this MOU? Good to get if we can. And even if they will not, it is helpful to share a copy with them before we take to DDA for approval of the form.

City, with average annual salary of at least \$100,000 [(including management)][(excluding bonuses and benefits)]. In that regard, the Company commits to use, or to cause any tenant of the Project to use, its best efforts to (i) partner with the City’s ELEVATE program to conduct local job fairs, post job openings and conduct outreach for the temporary construction positions and the permanent positions, and shall cause its contractors and subcontractors to do the same, and (ii) interview and hire local employees from the County, with a priority for City residents. The term for the property tax savings to be provided by this MOU is a 10-year period (the “**Incentive Period**”). In addition, the Company has contemporaneously herewith entered into a Community Benefits Agreement with the City and the DDA (the “**Community Benefits Agreement**”), a copy of which is attached hereto as Exhibit C, pursuant to which the Company has agreed to provide certain community benefits to the City (collectively, the “**Community Benefits Goal**”). The Company acknowledges and represents that the aforesaid projected investment amount for the Project (the “**Investment Goal**”), the projected employment opportunities at the Project (the “**Jobs Goal**”, and together with the Investment Goal, the “**Economic Development Goals**”) and the Community Benefits Goal constitute good faith and reasonable expectations for the proposed Project, on which the DDA may rely for the purposes of this MOU. The Company will be responsible for any costs of or related to the Project (including, without limitation, those related to any change orders or cost overruns) to the extent that Bond proceeds are not available or are not sufficient to pay such costs.

2. **Incentive Period.**

It is anticipated that the Project will be completed and ready for occupancy and use on or before December 31, 20____. Therefore, the parties agree that the Incentive Period shall commence in the year 20__² and shall remain in effect during the Incentive Period.

[IF PROJECT INSTALLED IN PHASES PARTIES WILL DICUSS OUTSIDE START DATES AND PHASED STARTS FOR INVENTIVE PERIOD]

3. **Incentives Structure.**

Under the Act, the DDA does not pay *ad valorem* property taxes on property such as the Project titled to it, but such exemption does not apply to leasehold interests in such property. The Clayton County Board of Assessors has adopted a policy to be applied to value such leasehold interests, as described in the Leases (defined below). On or before December 31, 20____, the Company shall enter into a bond transaction pursuant to which title to the Project (subject only to encumbrances permitted by the below-defined Definitive Documents) shall be transferred to the DDA in exchange for the Bonds (defined below), and a leasehold interest in the Project (the “**Leasehold Interest**”) shall be provided back to the Company pursuant to one or more leases between the DDA and the Company (each, a “**Lease**” and collectively, the “**Leases**”). The Company will be responsible for *ad valorem* property taxes due with respect to the Project’s land and the construction in progress on the land during the construction period. Contemporaneously with the execution of the Leases, the DDA will acquire the Project by issuing to the Company taxable [draw down] bonds (the “**Bonds**”) as further described below. The Company, or an affiliate thereof, shall purchase the Bonds, and the DDA’s interest in the Project, except for certain

² NTD: This will be the following calendar year.

“Unassigned Rights” as provided in the Definitive Documents, shall be pledged as security for the Bonds. The Company, or an affiliate thereof, will execute a guaranty agreement guaranteeing the payment of the principal of and interest on the Bonds as the same becomes due.

4. Definitive Documents.

The transaction described above will be evidenced by definitive documents in form and substance satisfactory to the DDA and the Company in their sole discretion (collectively, the “**Definitive Documents**”) containing such conditions, exculpations, representations, warranties, covenants, events of default, and remedies as are customary for transactions of this type. The Definitive Documents shall be prepared by Bond Counsel (defined herein) based on this MOU and shall be subject to the approval of the City, the DDA, the Company, and each purchaser of the Bonds, and the legal counsel thereof. This MOU shall terminate, without liability on the part of any party to any other party except as provided in Section 19 hereof, if, by December 31, 20____, (a) agreement is not reached by the parties thereto to the terms and conditions of the Definitive Documents to which they are parties, and (b) the DDA has not obtained a final, non-appealable validation order for the Bonds.

5. Closing.

As used herein, the “**Closing**” is the event at which the Bonds are issued and the other transactions contemplated herein are consummated.

6. Inducement.

The Company agrees to locate the Project in the City, within the jurisdiction of the DDA, provided that, and subject to the obligation to make Tax Recovery Payments (if applicable) pursuant to Section 13 hereof, nothing herein contained shall obligate the Company to make any particular level of investment or to create any particular number of jobs. However, the realization of the full benefits of the incentives provided for in this MOU will depend on whether the Company meets the Performance Goals as set forth in Section 12. The Company’s agreement to locate the Project in the City is based, in part, on the incentives being provided by the DDA in connection with the Leases and this MOU. Such incentives are being provided to induce the Company to locate the Project in the City, with attendant job creation, investment and community benefits on the part of the Company, all of which constitutes valuable, non-cash consideration to the DDA and the citizens of the City and of the State. The parties acknowledge that the incentives provided for in this MOU serve a public purpose through the anticipated job creation and investment generation represented by the Project.

7. Site Due Diligence; Conveyance.

The Site is more particularly described on Exhibit B attached hereto and incorporated herein by reference. The Company shall, on and subject to the terms and conditions of this MOU, consummate such transactions as necessary to acquire the Site as it then exists and convey the same to the DDA at Closing by limited warranty deed, subject only to Permitted Exceptions (defined below). In connection with the issuance of the Bonds, the DDA will become the owner of the Site, whereupon the Improvements will be constructed and the Personal Property installed. It shall be a Closing Condition in favor of the DDA that it be satisfied with all matters related to the Site, and the title thereto and its acquisition thereof.

7.1 Title Insurance. Prior to Closing, the Company shall furnish the City and the DDA with a copy of a title insurance commitment from a reputable, national title insurance company and copies of all exceptions to title with respect to the Site. The costs of any title insurance commitment(s) and resulting policy(ies) issued to the Company or the DDA in connection with the Project and the Bonds related to the fee interest shall be the responsibility of the Company.

7.2 Survey. The Company, at the Company's expense, will provide the DDA (i) within thirty (30) days of the Effective Date of this Agreement, a boundary survey with respect to the Site (the "**Boundary Survey**") sufficient for purposes of conveying title by limited warranty deed, and (ii) prior to Closing, a final ALTA/NSPS Land Title Survey of the Site, in form and substance satisfactory to the Company and the DDA, certified to the DDA, the Company and any other entities as directed by the DDA (the "**ALTA Survey**" and, together with the Boundary Survey, the "**Survey**"). It shall be a Closing Condition in favor of each of the DDA and the Company that such Party be reasonably satisfied with the Survey.

7.3 Environmental Phase I. Reasonably prior to the Closing, the Company shall provide to the DDA, at the Company's expense, a copy of the environmental site assessment report (the "**Phase I Report**") that summarizes the results of an environmental site assessment (the "**Phase I Assessment**") of the Site. If the Phase I Report contains a recommendation for further assessment, the Company shall provide a copy of any such assessment (the "**Phase II Assessment**"). The DDA's satisfaction with the Phase I Assessment and any Phase II Assessment conducted pursuant to this Section 7.3, together with the DDA's satisfaction with the environmental condition of the Site, shall be Closing Conditions in favor of the DDA.

8. Development of the Project.

8.1 Utilities. The Company shall be responsible for the delivery of adequate water, sewer, natural gas, electricity and other utilities required for the Project.

8.2 Design. The Company shall be responsible for the design of the Project and the selection of the Personal Property.

8.3 Construction, Generally. The Company shall be responsible for the design, construction and installation of the Improvements. Without limitation, the Company will select one or more contractors (collectively, the "**Contractor**") for such construction and enter into one or more agreements, as principal and not as agent of the DDA, with the Contractor for the construction of the Project. The Improvements shall be constructed in compliance with applicable laws, including applicable zoning laws, building codes, environmental laws and other restrictions.

8.4 Acquisition and Installation of Personal Property. The Company will be responsible for the acquisition and installation of the Personal Property to be installed in or upon the Real Property. The Leases will provide for the Company to convey title to the Personal Property to the DDA from time to time by one or more bills of sale as the items of Personal Property are acquired and installed at the Site.

8.5 Total Project Costs. The Company will be responsible for any costs of or related to the Project (including, without limitation, those related to any change orders or cost overruns) to the extent that Bond proceeds are not available or are not sufficient to pay such costs.

8.6 Permitted Exceptions; Indemnity by the Company. Without limitation, the Company shall keep the Project free and clear of all liens and encumbrances attributable to the Company, except for Permitted Exceptions. The Company shall indemnify, hold harmless and defend the City, the DDA and their respective officials, members, officers, employees, financial advisors, attorneys and other representatives from and against any and all loss, liabilities and third-party claimsthat may arise out of or relate to: (i) any lien or encumbrance other than Permitted Exceptions, (ii) any act or omission by or attributable to the Company, the Contractor or any Personal Property installation contractor (including, without limitation, the acts or omissions of their respective vendors, contractors or subcontractors, agents, employees or representatives) related to the Project, or (iii) this transaction, including the Bonds or the issuance thereof, or the ownership or operation of the Project. The foregoing notwithstanding, if a court of competent jurisdiction determines that any of the provisions of this Section violate O.C.G.A. § 13-8-2, the indemnity contained in this Section shall not extend to any indemnification which is prohibited by O.C.G.A. § 13-8-2. The indemnity contained herein shall expressly survive the Closing or the expiration or termination of this Agreement or the Leases. As used herein, “**Permitted Exceptions**” shall be defined as the Definitive Documents (defined below) and any liens, encumbrances or exceptions contained on Exhibit D hereto or otherwise specified in this MOU as being acceptable, or defined as such in the Leases

8.7 Year 1. As used herein, “**Year 1**” means the first calendar year after all of the following have occurred but in no event later than 20 ____: (x) the Closing has occurred, and (y) the Project has been placed in service.

9. Financing of the Project.

9.1 Bonds. In order to establish the bond-financed sale-leaseback structure that is necessary for the provision of certain of the incentives contemplated herein, including, without limitation, *ad valorem* property tax savings for the Project, the DDA will issue Bonds to the Company, and in connection therewith will transfer legal title to the Project as it then exists or is modified and extended, during the term of the Leases, to the DDA. Subject to the succeeding sentence, the final maturity date for the Bonds shall be not later than December 31 of the year that is [twelve (12) years] following the date of its issuance. The payments required to be made under the terms of the Bonds will be the same, in timing and amount, as the payments required to be made under the Leases for purposes of paying debt service on the Bonds.

9.2 Maximum Principal Amount of the Bonds. Without limitation, the maximum aggregate principal amount of the Bonds shall be \$3,000,000,000.

9.3 Tax Status of the Bonds. For U.S. federal income tax purposes (and conforming state and local tax purposes), the Parties intend, solely for the purpose of income tax reporting purposes, to identify the DDA as a nominee or custodian so that the Company may be treated as owning the Project at all times during the transaction described herein, and the Bonds and the

Leases may be disregarded for income tax purposes. Neither the City, the DDA, the Board nor the Tax Commissioner shall have any liability for any income tax position or obligations of the Parties.

9.4 Roles of Counsel and Advisors. By agreement of the Parties, the law firm of Denmark Ashby & Matricardi, Atlanta, Georgia shall serve as counsel to the DDA (the “**DDA’s Counsel**”) [and counsel to the City (“**City Attorney**”)]. The law firm of Hunton Andrews Kurth LLP, Atlanta, Georgia shall serve as bond counsel (“**Bond Counsel**”) to the DDA. Counsel for the Company shall be [_____] (“**Company Counsel**”), who shall provide a normal and customary legal opinion with respect to the Company and the Definitive Documents to which Company is a party.

9.5 Repayment of the Bonds. The Company shall be responsible for the repayment of the Bonds. Without limitation, the Bonds shall not be general obligations of the City nor the DDA, but shall be special and limited obligations payable solely from the payments received under the Leases and other pledged security. Neither the DDA, the City, the State nor any other public body shall have any obligation or pecuniary liability for repayment of the Bonds other than to remit payments to the holders of the Bonds, except from amounts received under the Leases. The Parties acknowledge and agree that, provided that the legal holder of the Project is the same entity as the lessee under the Leases, actual payments of amounts due under the Leases and the Bonds shall be netted against each other and thus shall not be paid by either side, and such arrangement shall be documented under a home office payment agreement among the Trustee for the Bonds, the Company, in its capacity as Bondholder, and the Company, in its capacity as Lessee, so that cash payments are not required to be made between the relevant parties.

9.6 The Leases. The Leases shall contain terms and provisions substantially of the type normally included in leases between governmental “conduit” bond issuers and users of bond-financed property. Except as contemplated herein, the DDA shall not convey, transfer or encumber its interests under the Incentive Lease. The Incentive Lease will be triple net type leases.

9.7 Purchase Option. Subject to the bond purchase agreement related to the Bonds, the DDA, in the Leases or by separate instrument, shall grant the applicable Company the option to purchase the Project (a “**Purchase Option**”), to the extent that the DDA holds title thereto at the time, exercisable for (i) an option exercise price of \$1; (ii) plus any other amounts due to the DDA that must be paid at such time, including, without limitation, Recovery Payments (defined below) due pursuant to the Tax Incentives Schedule (defined herein); and (iii) if all of the Bonds have not theretofore been retired, the Company shall cause all of the Bonds to be retired or cancelled. Payment of the amounts so required is a condition to the closing under such Purchase Option.

10. Construction and Permanent Financing.

The Company shall be responsible for arranging the necessary construction and permanent financing for the Project. The DDA will, upon its acquisition of the Project, grant to the lender a nonrecourse security interest in the Project, pursuant to such documents and instruments as the lender may reasonably request, which shall be subject to the review and approval, at the Company’s expense (not included in the fees listed on Exhibit G) by counsel to the DDA. The parties agree to seek due validation of the Bonds in accordance with Georgia law and that the validation process shall include a ruling that the Lease and this MOU set forth a reasonable and

non-arbitrary method of arriving at the fair market value of the property that is the subject of the bond transaction for purposes of tax assessment.

11. PILOTs on Licensed Interest and Reduced *Ad Valorem* Tax Payments on Leasehold Interest.

11.1 All Parties to this Agreement recognize that the DDA is not subject to *ad valorem* property taxation on its interest in the Real Property. The Parties agree that the interest of the Company in the Real Property during the term of the Leases shall be deemed as (i) a licensed interest (the “**Licensed Interest**”) prior to the issuance of the final certificate of occupancy (the “**Final Certificate of Occupancy**”) and (ii) a taxable leasehold interest in an estate for years (the “**Leasehold Interest**”) until the end of the Incentive Period for such Real Property (unless such term is subject to an Acceleration of End Date, as described in Schedule 1 hereto). The Parties agree that the valuation of Licensed Interest or Leasehold Interest in the Real Property and the Personal Property, as applicable, shall be as provided in Exhibit E (the “**Tax Incentive Schedule**”) attached hereto. Prior to Year 1, the Company agrees that in consideration of the Bonds and the Leases and other benefits, the Company will pay PILOTs based upon the valuation of the Project, as set out in the Tax Incentive Schedule.

11.2 Reversion to Normal Taxation. If the Leases are terminated or expire and the Company cancels or repays the Bonds and retakes title to the Project, the Company’s interest in the Project will be taxable according to normal *ad valorem* property taxation rules that are applicable to privately-owned property beginning with January 1 of the calendar year immediately following the calendar year in which the Leases are terminated or expire, the Bonds are prepaid or canceled, and the Company retakes title to the Project.

12. Annual Report.

On an annual basis, the Company (or successors in interest) shall file returns with respect to the Company’s leasehold interest in the property comprising the Project for *ad valorem* property taxation purposes in Clayton County. No later than April 1 of each year following a year that is in the Incentive Period³, the Company shall provide to the DDA an “**Annual Report**” which shall include a Jobs Report, an Investment Report and a Community Benefits Report (each described below) and shall be in substantially the form attached hereto as Exhibit F and incorporated herein by reference. The DDA will share copies of this MOU and each Annual Report with the Board of Assessors.

12.1 Jobs Report. The “**Jobs Report**” shall contain a statement as to the monthly average number of temporary construction jobs, full-time operational jobs and permanent jobs provided by the Company at the Project during the immediately preceding calendar year and shall provide such supporting extracts from the Company’s employment records, as the DDA shall reasonably request and that the Company. If in the year immediately preceding the filing of a Jobs Report, the monthly average number of full-time employees working at the Project is less than the Jobs Goal, the actual number of such full-time employees shall be subtracted from the Jobs Goal

³ NTD: Will DDA want Community Benefits Report during the construction period, before the Incentive Schedule begins?

for such year to obtain the “**Jobs Shortfall.**” The number of jobs constituting the Jobs Shortfall shall be divided by the Jobs Goal to determine the “**Jobs Shortfall Percentage.**” The calculation of any such Jobs Shortfall Percentage shall be included in the Annual Report. In satisfying the Jobs Goal, a “job” shall be a “full-time job,” as defined and determined, from time to time, according to a portion of the definition of “full-time job” from the job tax credit regulations of the Georgia Department of Community Affairs, which portion is set forth below. “**Full-Time Job**” means the following: “a job with no predetermined end date, with a regular work week of 35 hours or more on average for the entire normal year of local company operations.” References to jobs herein have the same meaning as in the above-mentioned regulations. That is, references are to the monthly average number of full-time employees in a taxable year, which shall be determined by counting, for each month of the taxable year, the total number of full-time employees that are subject to Georgia income tax withholding as of the last payroll period of the month or as of the payroll period during each month used for the purpose of reports to the Georgia Department of Labor, adding the monthly totals of full-time employees, and dividing the result by the number of months the business enterprise was in operation during the taxable year.

12.2 Investment Report. The “**Investment Report**” shall contain a statement as to the aggregate capital investment provided by the Company, and other sources, with respect to the Project as of December 31 of the immediately preceding calendar year, including, without limitation, any capital investment newly made in the preceding calendar year, and shall provide such supporting extracts from the asset records of the Company and as the DDA shall reasonably request. If on December 31 of the year immediately preceding the filing of an Investment Report, the aggregate capital investment with respect to the Project by the Company, and other sources, in the aggregate is less than the Investment Goal, the actual aggregate capital investment shall be subtracted from the Investment Goal to obtain the “**Investment Shortfall.**” The dollar amount constituting the Investment Shortfall shall be divided by the Investment Goal to determine the “**Investment Shortfall Percentage.**” The calculation of any such Investment Shortfall Percentage shall be included in the Investment Report.

12.3 Community Benefits Report. The “**Community Benefits Report**” shall contain a statement as to status of each obligation of the Company described in the Community Benefits Agreement. Failure by the company to pay, or cause to be paid, any of the enumerated monetary commitments set forth in the Community Benefits Agreement shall constitute a default under the Community Benefits Agreement and this MOU if such failure is not cured within [X] days after written notice.

13. Recovery Payments.

The “**Combined Shortfall Percentage**” shall be the average of the Jobs Shortfall Percentage and the Investment Shortfall Percentage and shall be stated in the Annual Report. If an Annual Report shows that, as of December 31 of the immediately preceding year, there is a Combined Shortfall Percentage of more than [20%], then the Company, in such Annual Report, shall calculate the “**Recovery Payment**” at the time the Annual Report is submitted to the DDA. In the Annual Report, the Company shall calculate the Recovery Payment by the sum of (1) the result of multiplying the amount of the *ad valorem* property taxes it saved in the immediately preceding year as a result of the application of the Tax Incentive Schedule (without reducing such

savings on account of any payment made under this paragraph in such prior year) by the Combined Shortfall Percentage plus, (2) the absolute dollar shortfall of any of the enumerated monetary commitments set forth in the Community Benefits Agreement. The portion of the Recovery Payment calculated based on the Jobs Shortfall Percentage and the Investment Shortfall Percentage shall be paid to the Tax Commissioner. Any payment made to the Tax Commissioner under this paragraph shall be distributed by the Tax Commissioner among the applicable taxing jurisdictions ratably to their respective millage rates in such immediately prior year. The portion of the Recovery Payment determined by any shortfall in the monetary commitments under the Community Benefits Agreement shall be paid to DDA for subsequent distribution to the parties entitled to such amounts under the Community Benefits Agreement.

14. Failure to File Report or Make Payment.

If the Company fails to pay any Tax Recovery Payment when due, interest shall be paid by the Company thereon at the rate of 1% per month until paid, with such interest accrual commencing thirty (30) days after the due date of the applicable Tax Recovery Payment. If there has been a failure which is not cured within 30 days following a written notice from the City or DDA that it must be cured, the City or DDA shall be entitled to enforce its rights under this Section 14 and the Company shall indemnify the City or DDA for all costs of enforcement, including any court costs and reasonable and actual attorneys' fees and court costs.

15. Governing Law.

The parties agree the validity, interpretation, and all rights and obligations are governed, controlled, and defined by and under the laws of the State of Georgia.

16. Termination.

16.1 Delay. If, despite the good faith efforts of the Parties, the Closing has not occurred by 5:00 o'clock p.m., Forest Park, Georgia, time, on [REDACTED], then the DDA or the Companies may terminate this Agreement by written notice to the other Party, without any further liability except as otherwise expressly provided in this MOU.⁴

16.2 Approval by Governing Bodies. Upon its execution of this MOU, each Party and each signatory of an Acknowledgment hereto represents and warrants that its governing body or other authorized committee or official thereof has approved and authorized its entry into such MOU or Acknowledgment.

16.3 Closing Conditions. Any Party shall have the right to terminate this Agreement prior to the Closing, without any further liability except as otherwise expressly provided in this MOU, effective immediately upon giving written notice to the other Parties, if: (i) any other Party is in breach of this Agreement and remains in breach of this Agreement thirty (30) days after receiving notice of such breach, or (ii) there has been commenced or threatened against the DDA, the City, the Company or any Affiliate thereof, any proceeding (a) involving any challenge to, or

⁴NTD: This assumes that the MOU will be approved and signed before the Bond Resolution or the other incentive documents are signed. Is that our expectation?

seeking damages or other relief in connection with, any of the matters that are the subjects of this Agreement, or (b) that may have the effect of preventing, delaying, making illegal, imposing limitations or conditions on, or otherwise interfering with, any of such matters. An uncontested validation proceeding for the Bonds shall not be considered a proceeding within the meaning of this Section 16.3.

16.4 Termination Rights. Each of the DDA or the Company shall have the right to terminate this MOU without any further liability except as otherwise expressly provided in this MOU, effective immediately upon giving written notice thereof to the other parties, pursuant to any provision allowing it to do so contained elsewhere in this MOU. Without limitation, the City and the DDA shall have the right to terminate this Agreement, effective immediately upon giving written notice to the Parties if, by the Closing (or if this Agreement specifies another time therefor, then by such time) each Closing Condition set forth herein in favor of the City and the DDA has not been satisfied. If the Company and the DDA does not exercise any such right to terminate by the Closing (or by such other time specified), then, as of the Closing, such right shall be deemed waived with respect to the subject thereof.

16.5 Effect of Termination. If any Party terminates this Agreement pursuant to a right provided herein or if this Agreement expires, this Agreement shall terminate or expire as to all Parties without any further liability on the part of any Party, except as may theretofore have accrued, or except as otherwise expressly provided in this Agreement, or shall exist as a result of any prior breach hereof.

17. Notices & Authorized Representatives. Written notices required to be given by the terms of this MOU shall be directed to the respective authorized representatives of the parties as follows:

To the DDA:	Downtown Development Authority of the City of Forest Park 745 Forest Parkway Forest Park, Georgia 30297 Attn: Chairman
with a copy to:	Denmark Ashby Matricardi LLC 100 Hartsfield Centre Pkwy, Suite 400 Atlanta, Georgia 30354 Attn: Danielle M. Matricardi, Esq.
and a copy to:	Hunton Andrews Kurth LLP 600 Peachtree Street NE, Suite 4100 Atlanta, Georgia 30308 Attn: Douglass P. Selby, Esq.
To the Company:	Digital Realty Trust, Inc. [address] Attn:

with a copy to: [Company counsel]
[address]
Attn:

18. Transfers.

18.1 Transfer of this MOU. All rights and benefits of the Company under this MOU and under the DDA's resolution authorizing this MOU may be transferred and assigned by the Company, in whole or in part, to: (a) any Affiliate of the Company, or (b) with the written approval of the DDA, which approval shall not unreasonably be withheld, conditioned or delayed, to any one or more persons or entities which propose to acquire the Project, in either case with the same effect as if such Affiliate or such persons or entities were named as the "Company" in this MOU and in the DDA's resolution authorizing this MOU. Unless otherwise agreed in writing by the DDA, the assignment of the Company's rights shall not release the Company from its obligations for costs and indemnification and following any such assignment, the Company and such assignee shall be jointly and severally liable for costs and indemnification hereunder

18.2 Transfer of the Project, the Lease and Other Definitive Documents.

18.2.1 Except as expressly provided in this Section, after the Closing the Company may not, without the prior written consent of the DDA, (a) transfer the Project, or (b) assign its interests and rights under the Lease or other Definitive Documents or sublease any part of the Project. The foregoing shall not be construed to impose any restriction on the transfer of equity interests in the Company.

18.2.2 The Company, as tenant, may sublease (or lease, to the extent that a leasing continues beyond the term of the Lease) the Project as a whole or in portions, provided that (a) any such transaction outside of the ordinary course of the Company's business shall be subject to prior approval by the DDA, as landlord, which may not unreasonably be withheld, conditioned or delayed, and (b) in the case of all transactions, the sublease is expressly subject and subordinate to the Lease, and that the Company is not released from its obligations under the Lease.

18.2.3 The Lease and the other Definitive Documents may be assigned in whole or in part without the consent of the DDA in the event (i) the assignee is an Affiliate of the Company and is solvent after giving effect to such assignment, or (ii) the Company consolidates with or merges into another domestic entity or permits one or more domestic legal entities to consolidate with or merge into it or the Company transfers or conveys all or substantially all of its assets to another domestic legal entity, but only on the condition that the assignee legal entity or the legal entity resulting from or surviving such merger or consolidation (if other than the Company) or legal entity to which such transfer is made is then solvent and, in the case of either (i) or (ii), the assignee shall expressly assume in writing and agree to pay and to perform all of the Company's obligations under the Definitive Documents.

18.2.4 The Company may assign its interest in the Project, the Lease and the other related Definitive Documents pursuant to an Exempt Assignment (defined below) without the approval of the DDA; provided that, any assignee of the Company shall agree to fully and unconditionally assume all obligations of the Company arising under such Lease and such other Definitive Documents, including, without limitation, all indemnity provisions contained in the Lease. Such assumption may be limited to matters first arising from and after the date of the assignment, provided that the assignor and assignee have received prior written confirmation from

the DDA that the DDA is satisfied that the Company will have the financial capability thereafter to satisfy, and will continue to satisfy, its continuing indemnification obligations. Without limitation, the DDA may condition its satisfaction with such financial capability upon the Company providing surety satisfactory to the DDA.

18.3 An “**Exempt Assignment**” means any of the following assignments:

18.3.1 Any bona fide mortgage or leasehold mortgage;

18.3.2 The acquisition by any mortgagee or leasehold mortgagee or its designee of the leasehold interest through the exercise of any right or remedy of such mortgagee or leasehold mortgagee under a bona fide mortgage or leasehold mortgage, including any assignment of the leasehold interest to a mortgagee or the leasehold mortgagee or its designee made in lieu of foreclosure;

18.3.3 Any foreclosure sale by any mortgagee or leasehold mortgagee pursuant to any power of sale contained in a bona fide mortgage or leasehold mortgage;

18.3.4 Any sale or assignment of the leasehold interest by any mortgagee or leasehold mortgagee (or its designee) which has acquired the leasehold interest by means of any transaction described above;

18.3.5 Any sale or assignment of the leasehold interest to any Qualified Real Estate Investor (defined below); and

18.3.6 Any sale or assignment of the leasehold interest to any person or entity if (1) the proposed assignee provides Adequate Financial Assurance (defined below) of the payment of rent and other financial obligations under the Lease for the period the proposed assignee is the lessee under such Lease, and (2) the proposed assignee has sufficient industry experience to properly operate, or oversee the operation of, the Project.

18.4 “**Qualified Real Estate Investor**” means any of the following:

18.4.1 Any Institutional Investor; or

18.4.2 Any person or entity domiciled within the United States of America and having a minimum net worth of \$10,000,000 (either itself or in its direct or indirect constituent members or partners), as certified by a reputable firm of certified public accountants, provided such person or entity has sufficient industry experience to properly operate, or oversee the operation of, the Project.

18.4.3 Any partnership having as a general partner any person or entity described in (a) above.

18.5 “**Institutional Investor**” means any of the following persons:

18.5.1 Any savings bank, savings and loan association, commercial bank, or trust company having shareholder equity (as determined in accordance with GAAP accounting) of at least \$50,000,000;

18.5.2 Any college, university, credit union, trust or insurance company having assets of at least \$50,000,000;

18.5.3 Any employee benefit plan subject to ERISA having assets held in trust of \$50,000,000 or more;

18.5.4 Any pension plan established for the benefit of the employees of any state or local government, or any governmental authority, having assets of at least \$50,000,000;

18.5.5 Any limited partnership, limited liability company or other investment entity having either (A) total assets under ownership or management of at least \$50,000,000, or (B) committed capital of at least \$50,000,000;

18.5.6 Any corporation, limited liability company or other Person having shareholder equity (or its equivalent for non-corporate entities) of at least \$50,000,000;

18.5.7 Any lender of substance which performs real estate lending functions similar to any of the foregoing, and which has assets of at least \$50,000,000; and

18.5.8 Any partnership having as a general partner or as an investor limited partner any person or entity described above, or any corporation, limited liability company or other person or entity controlling, controlled by or controlled with any person or entity described above.

18.6 For purposes of this Article, the term “**Adequate Financial Assurance**” means a guaranty of payment of the rent and other financial obligations of the Company under the Lease, including, without limitation, the indemnity obligations of the Company, made by a Qualified Real Estate Investor or Institutional Investor for the period of time that the proposed assignee is the Company under the Lease.

18.7 As used herein, “**Affiliate**” means any person or entity (as used herein “entity” includes, without limitation, any public body) that directly, or indirectly through one or more intermediaries, controls, is controlled by or is under common control with, a specified person or entity. As used herein, the term “control” of a person or entity means the possession, directly or indirectly, of the power: (A) to vote 10% or more of the voting securities of such person or entity (on a fully diluted basis) having ordinary power to vote in the election of the governing body of such person or entity, or (B) to direct or cause the direction of the management or policies of a person or entity, whether through the ownership of voting securities, by contract or otherwise.

18.8 Further Conditions. Any provision hereof to the contrary notwithstanding, any assignment of this Agreement, the Project, the Lease or the other Definitive Documents, shall be further subject to the following conditions:

18.8.1 No assignment shall relieve the assignor from primary liability for its obligations under the assigned documents or instruments accruing prior to the date of such

assignment unless the assignor shall have obtained the consent (i) of the DDA and (ii) after the issuance of the Bond, of the holder of the Bond; provided, however, in connection with such an assignment, the assignor shall be automatically released from all liabilities and obligations accruing under the assigned documents or instruments after the effective date of such assignment if (x) the DDA approves any such assignment or (y) such assignment or other transactions are otherwise permitted hereunder, and in any case the assignee must assume such liabilities and obligations;

18.8.2 The assignor shall, within 15 days after the delivery thereof, furnish or cause to be furnished to the DDA and (after the issuance of the Bond) to the holder of the Bond a true and complete copy of each such assignment, together with any instrument of assumption; and

18.8.3 At all times the lessee under the Lease, the holder of the Bond and the counterparty to the other Bond Documents, must be the same assignee or pledgee of the Company.

19. Fees and Expenses.

The Company agrees to pay the “Total Fees and Expenses” listed on Exhibit G attached hereto, with partial payments to be made as follows: (i) contemporaneously with the DDA’s approval of the inducement resolution, the form of Lease Agreement and the form of this MOU, the Company agrees to pay the “Inducement Resolution Fees and Expenses” listed on Exhibit G attached hereto, and (ii) contemporaneously with the successful validation of the Bonds, the Company agrees to pay the “Validation Fees and Expenses” listed on Exhibit G attached hereto. Payment of the Inducement Resolution Fees and Expenses and the Validation Fees and Expenses shall be credited toward the Total Closing Fees and Expenses due at Closing. A payment based on progress made shall be made if validation of the Bonds has not occurred by December 31, 2026. Total Closing Fees and Expenses listed on Exhibit B do not include fees resulting from any intervention in a validation, or from any other event reasonably beyond the control of the DDA or counsel. The Company further agrees to pay to the DDA the “Annual DDA Fee” listed on Exhibit G attached hereto.

20. Entire Agreement.

This MOU represents the entire agreement between the parties hereto and supersedes all prior negotiations, representations, or agreements, whether written or oral. This MOU may be amended only by written instrument, subject to approval and execution by all parties.

21. Effective Date.

This MOU shall become effective upon its execution and delivery, which may occur in one or more counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same instrument. A counterpart signed and transmitted by facsimile or by email as a .pdf file is to be treated as an original document. The signature of any party thereon, for purposes hereof, is to be considered the same as an original signature, and the document transmitted is to be considered to have the same binding effect as an original signature on an original document. This MOU shall remain in force and effect for the term of the Incentive Period.

(Signatures begin on next page)

So agreed this the _____ day of _____, 2026.

**DOWNTOWN DEVELOPMENT AUTHORITY
OF THE CITY OF FOREST PARK**

By: _____
Chair

Attest:

Secretary

[SEAL]

(Signatures continue on next page)

DIGITAL REALTY TRUST, INC., a Maryland
corporation

By: _____ [SEAL]

Name:

Title:

EXHIBIT A
COUNTY MEMORANDUM OF UNDERSTANDING

EXHIBIT B
LEGAL DESCRIPTION OF SITE

EXHIBIT C
COMMUNITY BENEFITS AGREEMENT

EXHIBIT D
PERMITTED EXCEPTIONS

EXHIBIT E
TAX INCENTIVE SCHEDULE

EXHIBIT F
FORM OF ANNUAL REPORT

[DATE]

Downtown Development Authority of the City of Forest Park
745 Forest Parkway
Forest Park, Georgia 30297
Attn: Chairman

Re: 20_ ANNUAL REPORT - Memorandum of Understanding and Economic Development Agreement (“EDA”) between Gillem Logistics Center Building 600, LLC (the “Company”) and the Downtown Development Authority of the City of Forest Park (the “DDA”) regarding the capital project located at _____ Anvil Block Road, Forest Park, Georgia (the “Project”)

Dear _____:

This letter shall serve as the 20____ Annual Report, as required under the EDA.

Jobs Report

[The monthly average number of full-time jobs at the Project determined in accordance with the EDA during 20____ was _____. The Jobs Goal is _____ jobs. The Jobs Shortfall for 20____ is _____ jobs. The Jobs Shortfall Percentage is _____%.]

OR

[The monthly average number of full-time jobs at the Project determined in accordance with the EDA during 20____ was _____. The Jobs Goal is _____ jobs; therefore the Jobs Goal has been met and satisfied.]

Investment Report

[The Company has invested and caused to be invested at least \$_____ in the Project. The Investment Goal is \$_____. The Investment Shortfall for 20____ is \$_____. The Investment Shortfall Percentage is _____%.]

OR

[The Company has invested and caused to be invested at least \$_____ in the Project. The Investment Goal is \$_____. The Investment Shortfall for 20____ is \$_____; therefore the Investment Goal has been met and satisfied.]

Community Benefits Report

[The Company hereby represents that it is in compliance with the Community Benefits Agreement [except for \$ _____ due in respect of Section __ of the Community Benefits Agreement.]]

Tax Recovery Payments

The Combined Shortfall Percentage for 20 ____ is ____% ((____% + ____%) ÷ 2). [IF THE COMBINED SHORTFALL PERCENTAGE IS MORE THAN 20% AND A TAX RECOVERY PAYMENT IS DUE, THAT PAYMENT SHOULD BE CALCULATED HERE]

In addition, the amount of the monetary commitment due, but not paid, under the Community Benefits Agreement is \$ _____.

Please do not hesitate to let us know if you require any additional information.

Sincerely,

EXHIBIT G
FEES AND EXPENSES

Total Closing Fees and Expenses:

Payable to:	Inducement Resolution Fees and Expenses	Validation Fees and Expenses	Total Closing Fees and Expenses
DDA	\$ _____	\$ _____	An amount equal to the greater of \$ _____ or one-eighth (1/8 th) of one-percent (1%) of the aggregate principal amount of the Bonds
DDA Counsel	\$ _____ plus actual expenses	\$ _____ plus actual expenses	\$ _____ plus actual expenses
DDA Financial Advisor	\$ _____ plus actual expenses	\$ _____ plus actual expenses	\$ _____ plus actual expenses
Bond Counsel	\$ _____ plus actual expenses	\$ _____ plus actual expenses	\$ _____ plus actual expenses

Annual DDA Fee:

The Company agrees to pay, annually on the anniversary of the Closing, to the DDA an annual, non-refundable fee equal to the greater of \$ _____ or one-sixteenth (1/16th) of one percent (1%) of the aggregate principal amount of the Bonds.

Community Benefits Agreement

Among:

City of Forest Park, Georgia ("City"),

Downtown Development Authority of the City of Forest Park
~~and ("Issuer")~~,

and

Digital Realty Trust, Inc. ("Developer")

Date: _____, ~~2025~~ 2026

1. Purpose.

This Community Benefits Agreement ("Agreement") among the City of Forest Park, Georgia (the "City"), the Downtown Development Authority of the City of Forest Park (the "Issuer") and Digital Realty Trust, Inc. ("Developer") sets forth the commitments made by Developer in consideration for (i) the issuance by the Issuer of ~~the herein after described Bonds and (ii) the availability of certain tax incentive benefits.~~

It is anticipated that the Issuer will issue its Taxable Lease Purchase Revenue Bonds (Digital Realty Trust Data Center Development Project), in one or more series or subseries (the "Bonds"), in the maximum aggregate principal amount not to exceed \$3,000,000,000, to the Developer, as bond purchaser, for the purpose of financing, in whole or in part, the acquisition, construction, installation, and equipping of a co-location data center facility, which will include two to three buildings with a combined footprint of approximately 1.6 million to 1.9 million square feet ~~(the "Project")~~, to be located on an approximately 97-acre land assemblage on the site of the former Fort Gillem army base within the borders of the City (the "Site"); and, together with the data center facility, equipment and personal property, the "Project"). Prior to or concurrent with the issuance of the Bonds, the Developer will deliver to the Issuer title to the Project.

It is further anticipated that the Issuer and the Developer will enter into (i) one or more lease agreements (each, a "Lease Agreement") ~~and tax incentive agreements (each, a "TIA")~~ pursuant to which the Issuer will ~~issue the Bonds,~~ lease the Project to the Developer, for monthly lease payments equal to the debt service payments on the Bonds, and (ii) one or more memoranda of understanding (each, a "MOU") setting forth a schedule for valuation of the Developer's leasehold interest in the Project throughout the term of the

Lease Agreement(s), subject to certain reporting, compliance and tax savings reimbursement obligations of the Developer.

Developer represented that the availability of the taxable revenue bond transaction ~~contemplated by~~ and the tax incentives pursuant to the Lease Agreements and the TIAsMOU's for the Project was an important factor under consideration by Developer in determining the feasibility of locating operations at the Site and making capital investments in the Project. This Agreement ensures that Developer provides certain benefits, particularly in the areas of education, employment, infrastructure and digital equity, to the residents of the City in exchange for those certain economic incentives, including but not limited to tax abatements, land use accommodations or infrastructure support, provided to Developer pursuant to, and as more fully described in, the Lease Agreements and TIAsMOU's.

In consideration of the mutual promises, covenants, obligations and benefits contained in the Lease Agreements and TIAsMOU's, Developer hereby agrees to provide, and the City and Issuer hereby accept, the community benefits set forth in this Agreement.

2. Term of Agreement.

This Agreement shall remain in effect for a minimum of **ten (10) years**, or for the duration of any tax abatement or public subsidy provided under the MOU's, whichever is longer.

3. Education Commitments.

- **Annual Education Fund:** Developer shall establish and contribute **\$250,000 per year** to an Education Equity & Scholarship Fund ("Fund"), to be managed and administered by the Clayton County Public Schools Foundation, the purpose of which shall be to advance the education of students attending public schools located within the city limits of Forest Park by (a) providing tuition aid for post-secondary school education, and (b) equipping schools with technology improvements and supplies to support STEM programs.
- **Career Pathway Program:** Developer shall partner with Clayton County Public Schools to establish a career pathway program that provides at least **five (5) paid internships per year** for Forest Park High School students relating to IT, HVAC, security or data operations.

4. Local Hiring & Workforce Development.

- **Construction Phase:**

- At least **thirty percent (30%) of all construction labor** shall be sourced from within **Clayton County**, with priority for Forest Park residents.
- Developer shall create at least **3,000 temporary construction, engineering, project management and skilled jobs** in connection with the development of the Project.
- Developer shall partner shall partner with the City's ELEVATE program to conduct local job fairs, post job openings and conduct outreach for its temporary construction positions and shall cause its contractors and subcontractors to do the same.

- **Permanent Jobs:**

- A minimum of **ten (10) full-time operational roles** shall be made available to local residents annually, with training support.
- Developer shall create at least **sixty (60) permanent jobs**, with average annual salary of at least **\$100,000**.
- Developer shall partner with the City's ELEVATE program to conduct local job fairs, post job openings, and conduct outreach for its permanent positions.

5. Infrastructure & Public Services.

- On the Effective Date of this Agreement, Developer commits to donating not less than **\$500,000** to the City for use in connection with the Starr Park renovations and improvements.
- Not later than the first anniversary of the Effective Date of this Agreement, Developer commits to donating not less than **\$300,000** to the City to be used to improve the City's public safety facilities and/or procure safety equipment for the City's first responders.
- Not later than the second anniversary of the Effective Date of this Agreement and annually on each anniversary thereafter for the term of this Agreement, Developer commits to donating not less than **\$150,000** to the City to be used to improve and enhance public spaces within the City, including, but not limited to, sidewalks, parks,

streetscapes, public art, sculptures, murals, benches, fountains, playgrounds, community centers and pedestrian lighting.

6. Digital Equity.

- Developer agrees to collaborate with the City to:
 - **Provide affordable or free broadband access** to low-income households within the City by leveraging fiber infrastructure installed for the data center.
 - Launch a **Digital Equity Grant Program** for small businesses and nonprofit organizations in need of technology upgrades.

7. Environmental Sustainability & Site Conditions.

- Developer shall continue the environmental remediation measures underway at the Project Site in partnership with local, state and federal agencies, including soil and groundwater cleanup, to ensure the property meets all applicable environmental and safety standards. Developer shall ensure that such remediation process will be conducted in accordance with Georgia Environmental Protection Division (EPD) guidelines and in coordination with the U.S. Army and the City of Forest Park.
- The Project shall meet or exceed **LEED Silver** building standards.
- Developer agrees to establish a Green Home Improvement Grant in the amount of **\$500,000**, to be administered by the City or its designee, for the purposes of providing green and sustainable renovations to the homes of the City's residents.
- Developer agrees to install: (a) noise mitigating green infrastructure to minimize noise pollution at the Site, and (b) sound enclosures around the generators in addition to landscape buffers.
- Developer agrees that it shall engage a third-party environmental consultant, at Developer's expense, to verify compliance with:
 - Emission controls;
 - Noise level limits; and
 - Water usage efficiency.

- Developer agrees to install **solar panels** or contribute to a City-led renewable energy project.

8. Reporting & Enforcement.

- Developer acknowledges that the City shall establish an independent **Community Oversight Committee** (the "COC") which shall be composed of:
 - Two (2) City Council members;
 - Two (2) Forest Park residents;
 - One (1) representative from Clayton County Public Schools; and
 - One (1) representative selected by Developer.
- The COC shall meet **not less than twice per calendar year** to review Developer's compliance with its obligations under this Agreement, the ~~TIAs~~MOU's and, to the extent necessary, the Lease Agreements.

9. Public Access & Transparency.

- The Developer agrees to ~~publish~~deliver annual impact reports on job creation and hiring, the use of donations made pursuant to this Agreement and the environmental impact metrics associated with the Project.
- ~~Reports will be posted on the city's~~Developer acknowledges and agrees that the City may post such reports on the City's website and make such reports available in print at City Hall and public libraries, in the City's sole discretion.

10. Acknowledgement and Agreement.

Developer hereby acknowledges that its compliance with the terms of this Agreement and its provision of the benefits defined herein (the "~~Performance Goals~~") ~~are the basis for the City's and Issuer's participation in this Agreement and for~~Community Benefits") are material to the City's willingness to extend the City's Economic Development Investment Program to the Project and execute the MOU's, and to the Issuer's ~~decision~~willingness to issue the Bonds. ~~Developers failure to meet and enter into the Leases and the MOU's.~~

Developer further acknowledges that delivery of the Community Benefits constitutes one or more of the Performance Goals detailed in the MOU's, and that Developer's failure to comply with the Performance Goals, including the Community Benefits, as detailed in the **TIA**MOU's constitutes an Event of Default thereunder and under the Lease Agreements which could result in cancellation of the abatement schedules or tax repayment obligations.

Should any conflict exist between the terms of this Agreement and the **TIA**MOU's, the terms of the **TIA**MOU's shall control. Should any conflict exist between the terms of this Agreement and the Lease Agreements, the terms of the Lease Agreements shall control.

By their signatures appearing at the end of this Agreement, all parties hereto acknowledge having reviewed the specific terms of this Agreement and represent their assent thereto.

[Signatures begin on following page.]

IN WITNESS WHEREOF, the authorized representatives of the parties hereto have signed this Agreement as of the Effective Date.

City of Forest Park, Georgia

By: _____
Angelyne Butler, MPA
Mayor

(SEAL)

ATTEST:

By: _____
Randi Rainey, CMC
City Clerk

**Downtown Development Authority of the
City of Forest Park**

By: _____
Nachaé Jones
Vice Chair

(SEAL)

ATTEST:

By: _____
Secretary

Digital Realty Trust, Inc., a Maryland corporation

By: _____
[Name]
[Title]

Summary report:	
Litera Compare for Word 11.14.0.42 Document comparison done on 3/8/2026 8:33:01 PM	
Style name: Firm Standard	
Intelligent Table Comparison: Active	
Original DMS: iw://hunton.cloudimanager.com/dms/353781006/1 - Forest Park DDA - Community Benefits Agreement.docx	
Modified DMS: iw://hunton.cloudimanager.com/dms/353781006/3 - Forest Park DDA - Community Benefits Agreement.docx	
Changes:	
Add	38
Delete	22
Move From	0
Move To	0
Table Insert	0
Table Delete	0
Table moves to	0
Table moves from	0
Embedded Graphics (Visio, ChemDraw, Images etc.)	0
Embedded Excel	0
Format changes	0
Total Changes:	60



Economic Development Update

March 26, 2026

Rochelle B. Dennis

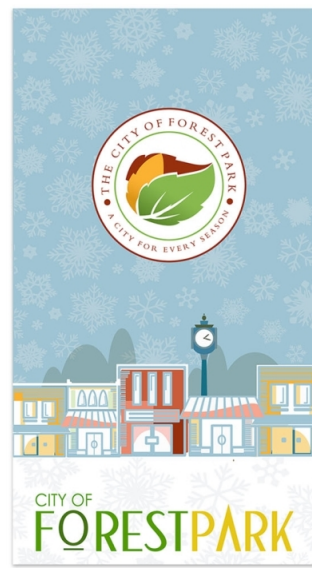
Economic Development Director

(470) 542-6286 | rdennis@forestparkga.gov

MARC
NORSWORTHY & CO
SEASONAL MAINSTREET
BANNER DESIGN



FALL



WINTER



SUMMER



SPRING



Taste of Forest Park

PRESENTED BY MAIN STREET FOREST PARK IN PARTNERSHIP WITH COUNCILMAN HECTOR GUTIERREZ

TASTE OF FOREST PARK



SAVOR THE FLAVOR

FRIDAY, APRIL 3, 2026 | 5PM - 8PM

BILL LEE PARK | 721 MAIN STREET

FOOD SAMPLES - RECIPE EXCHANGE - KARAOKE - AND MORE!

Calling All Food Vendors & Culinary Creators!

Showcase your best dish, connect with the community, and earn bragging rights as one of Forest Park's favorite flavors!

Compete in the Taste of Forest Park Awards:

Most Unique Recipe

Sweetest Escape Award (*Best Dessert*)

Finger-Licking-Good Award (*Best Hand-held Food Item*)

Feels Good Award (*Overall Best Meal*)

Scan the QR Code to register as a vendor and enter the competition.



Contact EconDev@ForestParkGA.Gov for Sponsor Opportunities

- **Taste of Forest Park**

- Friday, April 3, 2026 | 5:00 – 8:00 p.m. | Bill Lee Park
- Bring your appetite and your community spirit!
- 🍴 **Calling All Food Vendors!** Be part of **First Taste of Forest Park** on **Friday, April 3, 2026, 5–6:30 PM at Bill Lee Park**. Showcase your menu, connect with the community, and serve up your best flavors at this highly anticipated local tasting event. Spaces are limited—reserve your spot today!

TASTE OF FOREST PARK RECIPE EXCHANGE

Calling all Home Chefs, Foodies & Flavor Makers!

Is your fried chicken finger-lickin' good? Does your mac & cheese steal the show at every gathering? Now's your time to shine!

Submit your best recipe for the **Taste of Forest Park Recipe Exchange** and let the community experience your signature dish. Whether it's a family classic or a creative twist, we want to know what makes your kitchen special.

Don't keep that recipe a secret—share it and be part of the flavor that makes our community unique!

Submit your recipe by **Tuesday, March 24th** to econdev@forestparkga.gov and bring our community together through food!



New Manager Retreat

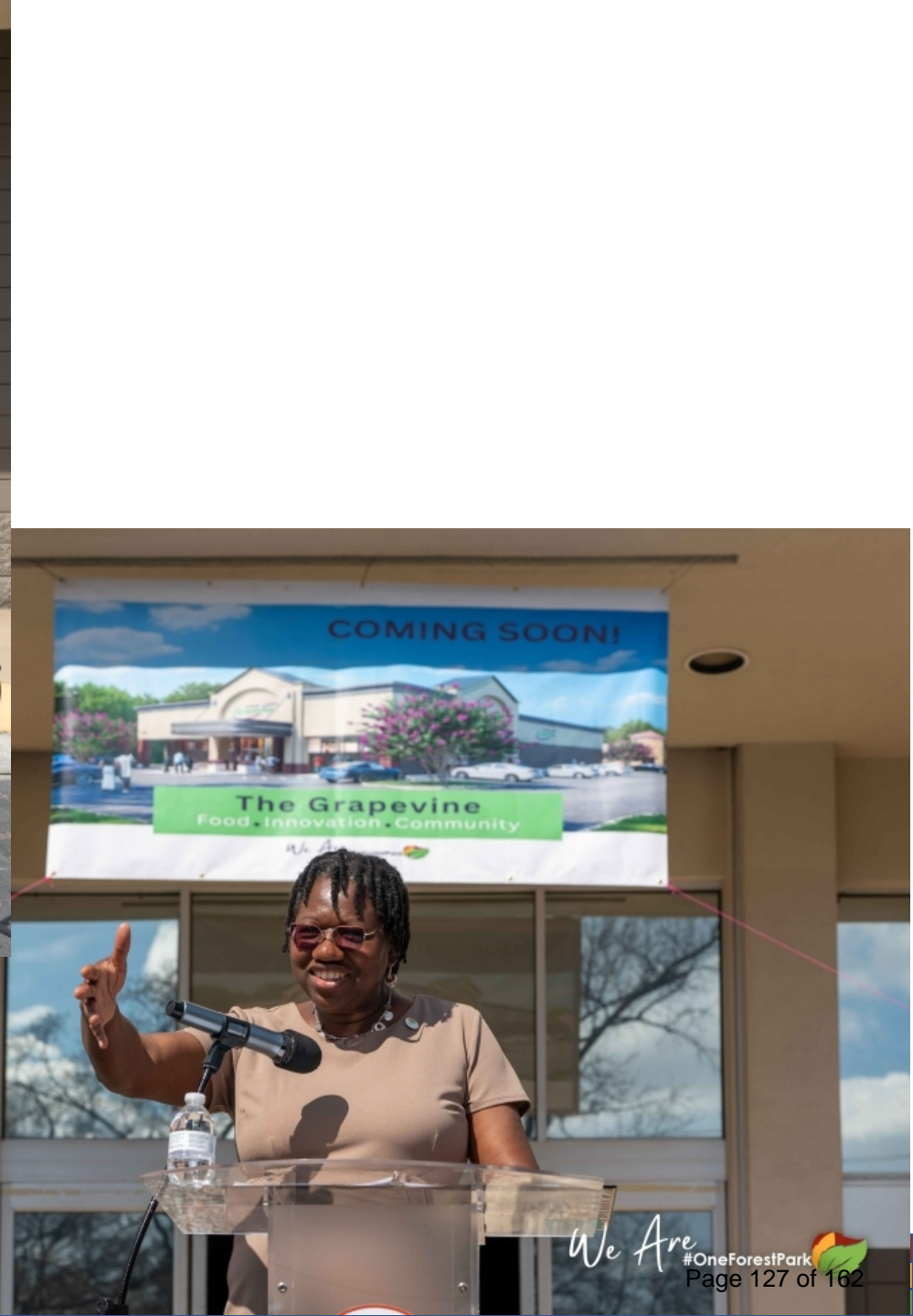
- Thomasville, GA, March 24-25, 2026
- Tools, Practical Ideas, Supportive Connections
- Main Street Principles
- Working with Boards and Community Partners
- Implementing strategies that support our downtown



3rd Annual Wine Crawl


- In Celebration of Georgia Cities Week
- Presented by Main Street Forest Park and the Downtown Development Authority
- Friday, April 24, 2026 | 5:30 – 8:30 p.m. | Fountain on Main
- Wine Tastings - Wine Pull - Vino Bingo - Sip & Paint - Live Music – Karaoke – Food Trucks - & More










We Are  #OneForestPark



CITY OF
FORESTPARK
ECONOMIC DEVELOPMENT

We Are  #OneForestPark

FOREST PARK BUSINESS ASSOCIATION BREAKFAST

NETWORK - ENGAGE - GROW



Start, Sustain, and Scale Your Business in Forest Park!

Learn how to access Small Business Administration programs, secure startup or expansion capital, and get expert counseling, training, and technical support. Explore federal contracting opportunities and specialized resources for veteran- and minority-owned businesses. The session will also highlight the **THRIVE Emerging Leaders Program** and other initiatives to help you grow with confidence.

Whether starting out or scaling up, this session connects you with the tools and resources to move your business forward.

WELCOME JENNELL K. TAYLOR

Join Jennell K. Taylor, Economic Development Specialist with the SBA Georgia District, for a session helping Forest Park entrepreneurs access federal resources to grow their businesses.



COMPLIMENTARY BREAKFAST PROVIDED

THURSDAY, APRIL 22, 2026
9:00 - 10:30 AM



Leonard Hartsfield, Sr. Community Center
696 Main Street, Forest Park, GA



EconDev@forestparkga.gov



404-366-4720



Register Now



LIGHTS, CAMERA, FOREST PARK!

MURDER IN MUSIC CITY

This thrilling new film was shot right here at our Forest Park Jail!



22 FEB

8:00 PM EST
LIFETIME

Be sure to tune in, support the premiere, and see a piece of Forest Park on screen!



Cherry Street Unveiling

Designed for Living. Built for Life.
The Restoration Off Park



Join us as we celebrate a **New Chapter in Community Growth** –a transformative housing development designed to expand access to quality, modern living while fostering long-term neighborhood growth

Friday, April 17, 2026 | 10 a.m.

5051 Cherry Street | Forest Park, GA 30297



APR
30



AT WORK PERSONNEL

RIBBON CUTTING

11:00 A.M.

530 Forest Parkway, Suite D, Forest Park, GA 30297

PUTTING FOREST PARK TO WORK



CITY OF
FORESTPARK
ECONOMIC DEVELOPMENT

Economic Development Update

- **FOREST PARK BUSINESS ASSOCIATION**

- Forest Park Business Association Breakfast – April 22@ 9am (696 Main Street)

- **FILM FOREST PARK**

- 21 Savage
- Pusha T
- Murder in Music City

- **HOUSING**

- **GICH** – Georgia Initiative for Community Housing – Spring Retreat April 14-16
- Clayton County Housing Collective
- Housing Assessment & Strategy

- **DEPARTMENT UPDATES**

- American Connection Corp Host Site / Interns
- New Business Welcome Packets
- EconDev Newsletter
- Concierge Project Meetings w/ PCD
- Standard Operating Procedures
- Vacant Commercial Registry

- **WORKFORCE DEVELOPMENT**

- Elevate Program Partnership
- Computot Computer Giveaway (under review)
- Forest Park Job Fair (in partnership with Councilwoman Wells)
- Trade Pathways Job Fair (pending)
- Clayton County Workforce Collective
- CareerReady ATL
- AeroATL Workforce Collective
- GA Power Partnership
 - LOT (Local Opportunity for Today and Tomorrow)
 - Lighcast

- **CITY PLAZA BLIGHT**

- Assessment & Data Collection
- Signage, landscape, lighting, maintenance, upgrades, façade, parking
- Grant program (draft)

Economic Development Update

- **ADMIN / OTHER**

- Impact Fees Assessment (PCD)
- Business Investment – Incentives – Public-Private Partnership
- Tax Allocation Districts (TADs)
- Corporate Engagement

- **GRANT OPPORTUNITIES**

- Congressional Directed Spending

- **UPCOMING ENGAGEMENTS**

- Clayton County Day at the Capital (March 26)



DEVELOPMENT Opportunities

DEVELOPMENT Opportunities

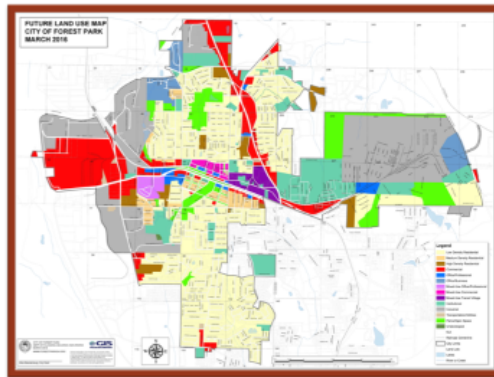
CITY OF FOREST PARK
OFFICE OF ECONOMIC DEVELOPMENT
785 FOREST PARKWAY, FOREST PARK, GA 30297

CITY OF FOREST PARK
OFFICE OF ECONOMIC DEVELOPMENT
785 FOREST PARKWAY, FOREST PARK, GA 30297

The City of Forest Park, Georgia, is seeking development proposals from qualified developers for the purchase and redevelopment of select city-owned properties. Revitalization of Forest Park's Main Street—originally developed as a commercial corridor in the 1960s—is a top priority for the City.

The City envisions a vibrant, mixed-use environment that introduces residential options, restaurants, entertainment venues, commercial services, and new residents to the downtown core.

The City of Forest Park is AAA bond-rated, reflecting strong fiscal stewardship and long-term stability. The City offers excellent regional accessibility via multiple major interstates, competitive and affordable living and development opportunities, and a diverse set of economic assets. These assets include a robust logistics sector, a growing film and creative industry presence, established city amenities, and a proactive approach to public-private partnerships.



AVAILABLE PROPERTIES

- **701 Forest Parkway:** Razed Commercial Lot
- **868 Forest Parkway:** .2820 Acre
- **891 Forest Parkway:** Commercial Lot
- **670 Main Street:** .45 Acre Undeveloped Lot
- **842 Main Street:** .69 Acre Razed Lot
- **850 Main Street:** 9,644SF Commercial Lease Space
- **4523 Ernest Drive:** .64 Acre Razed Lot
- **4888 Evans Drive:** .45 Acre Empty Lot
- **4950 Courtney Drive:** .316 Razed Lot
- **5035 Jonesboro Road:** .44 Acre Empty Lot

Details and property tours available upon request

The concept plan for 330 Forest Parkway envisions a mixed-use development anchored by two distinctive park spaces. The proposed development program includes: 13,600 sf of stand-alone commercial space; One mixed-use building with 5,000 sf of ground floor retail and 8 residential units; Four 6-plex buildings totaling 24 units, this could be for sale or for rent depending on market needs; 10 single family homes in a cottage court setting with a park in the middle (with 2-car garage or 2 spaces behind building); 20 townhouses (with 2-car garage); 164 parking spaces for commercial, mixed use, and 6-plexes.

To minimize noise impacts from the nearby railroad, residential units are strategically oriented either adjacent to a park or a wider landscaped buffer, or positioned sideways relative to Central Avenue. This design approach enhances livability while maintaining visual and spatial separation from the railroad corridor.



TOTAL Residential: 62 units, Commercial: 18,600 sf

FOREST PARKWAY

- **330 Forest Parkway:** 4.57 Acre Razed Lot
- **371 Central Avenue:** 1.23 Acre Razed Lot

The site is comprised of three contiguous parcels. 330 Forest Parkway and 371 Central Avenue are owned by the City, while 385 Central Avenue is privately owned. Additionally, the corner parcel at 314 Forest Parkway, which is currently vacant, presents potential for inclusion in the site boundary to further enhance redevelopment opportunities.

Size: 5.95 + 1.5 (Corner) = 7.45 acres
Zoning: Urban Village (UV)
Steepest grade: ~3%

Zoned Urban Village
Details and property tours available upon request



PENDING PROJECTS

- **CARTER ON SCOTT (0 Scott Road) – 17 Single Family Homes**
 - LDP Issued; waiting on erosion control
- **MARTA O&M (Old Dixie)**
 - Variance approved; waiting on submission of building permits & plans
- **CHERRY STREET – 6 Single Family Homes**
 - Getting plats recorded to make parcel IDs and addresses
- **721 MORROW ROAD**
 - 48 2-story Townhomes w/ Front Garage
 - Waiting on church to move forward w/ parcel split
- **1035 MAIN STREET (Co-working business)**
 - UDRB approved exterior changes; waiting on building plans
- **564 MAIN STREET – Roofing Company HQ**
 - Variance and CUP approved; waiting on building plans
 - Paving Lot – on-street parking
- **CURTIS DRIVE (SFH)**
 - UDRB Dec. 19th
- **1010 FERGUSON COURT (Duplex)**
 - County approved address
 - Development plans resubmit Jan. 2026
- **3953 JONESBORO ROAD – Gas Station**
 - Variance approved; Next steps UDRB
- **BANK OF AMERICA (Main Street)**
 - Full exterior rebrand
- **PEDESTRIAN BRIDGE**
- **FOUNTAIN ELEMENTARY**
 - New school design; combining Unidos & Fountain
- **STATE FARMER’S MARKET**
 - LDP

BUSINESS RETENTION EXPANSION

- **80 Acres** (Gillem 400)
- **Sukari Spirits** (bottling facility expansion)
- **Statewide Projects**
- **Natural Farm Pet** (Expansion of packing facility)
- **Aerotropolis Catalytic Site**
- **701 Forest Parkway** (possible medical facility)
- **Matthews Industrial Technologies** (1500 Southpoint - Prologis)
- **Monthly BRE Engagement**
 - New Business Welcome
 - Ribbon Cuttings
 - BRE Visits
 - Opportunities for increased engagement

Urban Redevelopment Agency

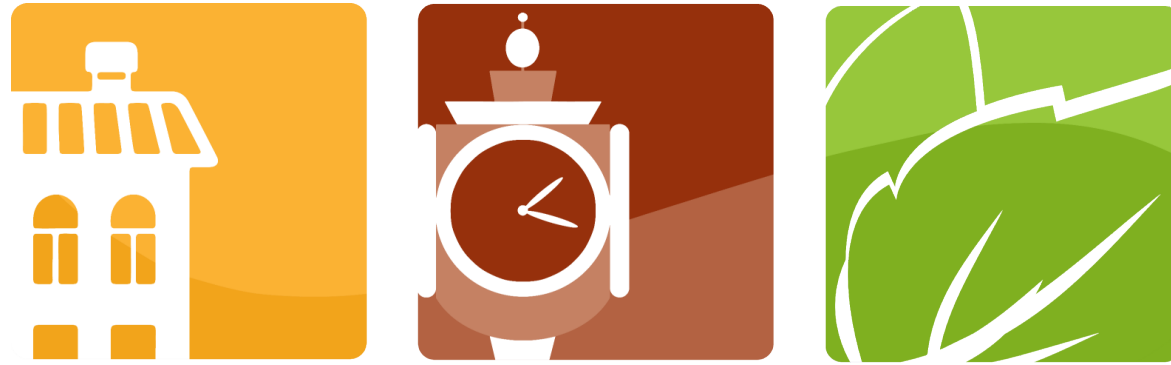
- **Metcalf Road Extension**
 - Road Construction
 - Lighting Plan w/ GA Power
- **Expansion of URA Boundaries – 330 Forest Parkway**
 - Mixed-Use Development (proposed)
- **Stephen’s Lake Geotechnical Findings**
- **Gillem 600 Tax Abatement**
 - Pending (DDA)
- **Scannell Spec Building – Gillem**
 - Groundbreaking held October 23rd
 - Tax Abatement (DDA) pending
- **GIS System – Replat of Gillem properties**
- **Grapevine Development - 833 Forest Parkway**
- **HD Supply**
 - Parking lot modifications for new generators
- **Digital Realty**
 - Site Tour (N. VA) October 2025
 - Tax Abatement (DDA) pending
 - Presented to BOC (November 11th) for consideration of County Tax Abatement
 - Cleaning & remediation of site
 - Phased development; 2028 completion
 - Permitting packet in process of submission
- **Park at Fort Gillem**
 - TI Asset Management – new property managers
 - Operating Budget (draft)
 - Operating Bank Account (established)
 - General Property Liability Insurance
- **POA**
 - Rochelle Dennis new URA / City Board rep

Downtown Development Authority

- **College Street Development**
 - Residential Development (proposed)
 - Mixed-Use Development (proposed)
- **Main Street Development**
 - Mixed-Use Development (proposed)
- **891 Forest Parkway – 4987 East Street**
 - Parcel Split & Rezoning
- **Gillem 600 Tax Abatement**
 - Pending (DDA)
- **Scannell Spec Building – Gillem**
 - Groundbreaking held October 23rd
 - Tax Abatement (DDA) pending
- **Digital Realty**
 - Site Tour (N. VA) October 2025
 - Tax Abatement (DDA) pending; Presented to BOC (November 11th) for consideration of County Tax Abatement
 - CBA proposal for approval
 - Cleaning & remediation of site; Phased development; 2028 completion; Permitting packet in process of submission
- **Public Relations / Marketing**
 - Michael Bailey Commercial Realty- right to advertise (under review)
 - Media Placement with Site Selection Magazine (under review)
 - Digital Media placement with Multiview (under review)
 - South Metro Development Outlook Conference – Sponsorship (under review)
- **4879 West Street (Auto Brokerage)**
 - Scheduling pre-development meeting
- **4882 Hale Road**
 - Property sold for single family home build (July 2025)
 - Development plans (pending)
- **NOUVEAU ON MAIN (751-771 Main Street)**
 - Property sold for mixed-use development (March 2025)
 - Plans not submitted; still waiting on update from owner
- **Admin / Board**
 - Re-bid of landscape services
 - 3 board positions up for renewal

Development Authority

- **794 Main Street – GUCA Training Center**
 - Property sold May 2025
 - Expansion of Georgia Utility Contractors Association HQ & Training Facility
 - Presenting to Planning Commission / UDRB in coming months
- **760-770 Main Street – Florence on Main**
 - Mixed-use 60-unit LMI apartment complex
 - Sold to Prestwick Development May 2025
 - They did not receive their DCA tax credits (September – October 2025)
 - DA negotiating with developer how to continue to move forward with the project
- **850 Main Street Redevelopment**
 - Finalizing event rental agreement for ballroom
 - Finalizing lease terms for 5 micro-suites
 - Finalizing lease terms for “café” space
- **CARTER ON MAIN (803 Main) - Townhomes**
 - Waiting on UDRB resubmission
- **Admin**
 - Re-bid of landscape contract



CITY OF
FORESTPARK
ECONOMIC DEVELOPMENT



RECEIVED FEB 23 2026

Book 1759 Page 64

• **ASSET RESEARCH SERVICES INC.**
PO Box 7562 Chandler AZ 85246
Phone (480) 940-4290 (800) 783-9636
Fax (877) 853-0067 (877) 853-0087

NOTICE TO OWNER OF LIEN FILING
Sent by Certified Mail / Return Receipt Requested

Re Lien Claimant: **AM CONSTRUCTION INC DBA AMCON INDUSTRIAL**
1375 OAKLEY INDUSTRIAL BLVD
FAIRBURN GA 30213
Phone: (770) 251-4710

Primary Contractor: **AM CONSTRUCTION INC DBA AMCON INDUSTRIAL**
1375 OAKLEY INDUSTRIAL BLVD
FAIRBURN GA 30213-6018
Phone: (770) 251-4710

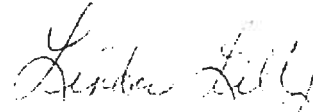
Project: 2070 ANVIL BLOCK RD STE 100, FOREST PARK GA 30297-1488, LEGAL DESCRIPTION ATTACHED AS EXHIBIT A - APN# 12-204-212-006

As required by Georgia law, we are enclosing a copy of the claim of lien which has been filed and duly recorded in the office of the Clerk of the Superior Court of the County in which the above-referenced project is situated.

This claim of lien represents labor, materials, services and/or equipment furnished in connection with the improvement of real property and for which payment has not been received.

We encourage you to contact us with any questions and to arrange for the prompt satisfaction of this mechanic's lien claim.

Sincerely Yours,



Document Administrator for
AM CONSTRUCTION INC DBA AMCON INDUSTRIAL

Enclosure: Amended Claim of Lien

Doc#2586056 GA_LIEN Rws#58 Batch#35357118:24:04Y ORIGINAL
PREPARED FOR CLAIMANT BY: Asset Research Services, Inc., PO Box 7562 Chandler AZ 85246 Voice:(480)940-4290 (800) 783-9636

LIEN
Recorded 2/18/2026 10:42 AM
Chanae Q Clemons
Clerk of Superior Court
Clayton County, GA
Book 1759 Page 62

This instrument was recorded at the request of Linda Lilly
AM Construction Inc DBA AMCON Industrial,
1375 Oakley Industrial Blvd
Fairburn GA 30213-6018

The recording official is directed to return this instrument to the above

Space reserved for Recording Information

AMENDED CLAIM OF LIEN

To: The Clerk of the Superior Court of CLAYTON County, Georgia
9151 Tara Blvd., Jonesboro GA 30236

AM CONSTRUCTION INC DBA AMCON INDUSTRIAL, a Contractor, hereby amends that certain Claim of Lien recorded December 18, 2025 in Book 1753, page 313 of the Official Records of Clayton County to increase the claimed amount of \$3,507,004.48 by an additional \$415,551.64 to a new total amount of \$3,922,556.10 plus interest at the rate of 1.5% from January 28, 2026 the date on which the claim came due, on DESIGN, DETAILING, FABRICATION, INSTALLATION & ENGINEERING and the premises or real estate on which it is erected or built, the record owner(s) of which is LACTUCA HOLDINGS LLC, 346 HIGH ST FL 7 HAMILTON OH 45011-6086, described herein as TENANT / PROJECT OWNER and DOWNTOWN DEVELOPMENT AUTHORITY OF THE CITY OF FOREST PARK, 745 FOREST PKWY FOREST PARK GA 30297-2209, described herein as LANDLORD and which property is further described as follows:

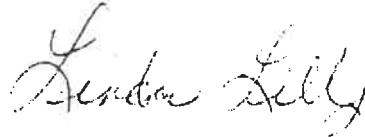
Project: 2070 ANVIL BLOCK RD STE 100, FOREST PARK GA 30297-1488, - APN# 12-204-212-006
LEGAL DESCRIPTION ATTACHED AS EXHIBIT A
Project Name or Sub: INFINITE ACRES PHASE I & II - LACTUCA ATLANTA FARM

which property is located in FOREST PARK, CLAYTON County, Georgia. The claim of lien is filed for satisfaction of a claim which became due on January 28, 2026 for building, repairing, improving, and furnishing labor or material at the instance of the record owner(s) identified above.

The amended claim of lien is being submitted to the Clerk of this Court with the request that it be recorded in the property records of this county established for this purpose. This claim of lien is filed within ninety (90) days after the completion of the work, the furnishing of services, and the delivery of materials which are the subject of this claim. A check in the amount of the appropriate filing fee is enclosed.

So filed this day, February 17, 2026.

AM CONSTRUCTION INC DBA AMCON INDUSTRIAL
1375 OAKLEY INDUSTRIAL BLVD
FAIRBURN GA 30213
Phone: (770) 251-4710



Signature:
Title:

Document Administrator

STATE OF GEORGIA }
COUNTY OF FULTON } ss:

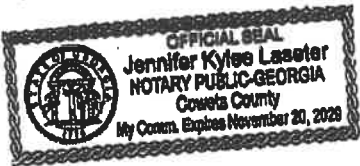
VERIFICATION

Linda Lilly of lawful age and upon being duly sworn upon his/her oath, states and verifies as follows: that he/she has read the foregoing Amended Claim of Lien and understands the contents thereof; that the matters and things contained therein are true and correct to the best of his/her knowledge, information, and belief.

Linda Lilly

(Signature of claimant or person signing on behalf of the claimant)

SUBSCRIBED and SWORN TO before me on February 17, 2028.



Jennifer Kylee Lasseter
Signature of Notary Public
My commission expires: 11/20/2029

This claim of lien expires and is void 395 days from the date of the filing of the claim of lien if no Notice of Commencement of Lien Action is filed in that time period.

Within two business days after the filing for record of this claim of lien, the lien claimant has sent a copy of the claim of lien by registered or certified mail or statutory overnight delivery to the record owner of the property or, if the owner's address cannot be found, to the contractor, as agent of the owner, at the address below.

Owner(s) Name & Address	Primary Contractor Name & Address
LACTUCA HOLDINGS LLC 345 HIGH ST FL 7 HAMILTON OH 45011-6066	AM CONSTRUCTION INC DBA AMCON INDUSTRIAL 1375 OAKLEY INDUSTRIAL BLVD FAIRBURN GA 30213-6018
DOWNTOWN DEVELOPMENT AUTHORITY OF THE CITY OF FOREST PARK 745 FOREST PKWY FOREST PARK GA 30297-2208	

If a Notice of Commencement was properly filed with the Clerk of the Superior Court pursuant to O.C.G.A. § 44-14-361.5, a copy of the claim of lien also was sent by registered or certified or by statutory overnight delivery to the contractor at the address shown on the notice of Commencement.

NOTE TO THE PROPERTY OWNER: The owner of the property which is the subject of this claim of lien has the right to contest the lien as provided by O.C.G.A. § 44-14-368

**EXHIBIT A
LEGAL DESCRIPTION**

Book 1759 Page 65

ALL THAT TRACT OR PARCEL OF LAND LYING AND BEING IN LAND LOTS 206 AND 211 OF THE 12TH LAND DISTRICT, CITY OF FOREST PARK, CLAYTON COUNTY, GEORGIA, SAID TRACT OR PARCEL OF LAND BEING MORE FULLY SHOWN AND DESIGNATED AS TRACT 1 ON A PLAT OF SURVEY PREPARED BY VALENTINO & ASSOCIATES, INC. (JOB #15-074; DRAWING/FILE #15-074), BEARING THE SEAL OF GLENN A. VALENTINO, GEORGIA REGISTERED LAND SURVEYOR #2528, AND BEING MORE PARTICULARLY DESCRIBED, WITH BEARINGS RELATIVE TO GRID NORTH, GEORGIA WEST ZONE, AS FOLLOWS:

TO FIND THE POINT OF BEGINNING, COMMENCE AT A CONCRETE MONUMENT FOUND AT THE COMMON CORNER OF LAND LOTS 209, 210, 239 AND 240; THENCE SOUTH 65 DEGREES 12 MINUTES 14 SECONDS EAST FOR A GRID DISTANCE OF 6469.34 FEET TO A 1/2 INCH IRON PIN SET ON THE NORTHWESTERLY RIGHT-OF-WAY LINE OF HOOD AVENUE (110 FOOT PUBLIC R/W & VARIES); THENCE PROCEEDING ALONG SAID NORTHWESTERLY RIGHT-OF-WAY LINE OF HOOD AVENUE THE FOLLOWING COURSES AND DISTANCES: SOUTH 16 DEGREES 07 MINUTES 29 SECONDS WEST FOR A DISTANCE OF 59.88 FEET TO A 1/2 INCH IRON PIN SET; THENCE SOUTH 60 DEGREES 49 MINUTES 45 SECONDS WEST FOR A DISTANCE OF 606.05 FEET TO A 1/2 INCH IRON PIN SET; THENCE NORTH 74 DEGREES 27 MINUTES 58 SECONDS WEST FOR A DISTANCE OF 76.76 FEET TO A 1/2 INCH IRON PIN SET; THENCE SOUTH 60 DEGREES 49 MINUTES 45 SECONDS WEST FOR A DISTANCE OF 28.00 FEET TO A 1/2 INCH IRON PIN SET, SAID 1/2 INCH IRON PIN SET BEING THE POINT OF BEGINNING. THENCE SOUTH 60 DEGREES 49 MINUTES 45 SECONDS WEST FOR A DISTANCE OF 28.00 FEET TO A 1/2 INCH IRON PIN SET; THENCE SOUTH 16 DEGREES 07 MINUTES 29 SECONDS WEST FOR A DISTANCE OF 76.76 FEET TO A 1/2 INCH IRON PIN SET; THENCE SOUTH 60 DEGREES 49 MINUTES 45 SECONDS WEST FOR A DISTANCE OF 506.14 FEET TO A 1/2 INCH IRON PIN SET; THENCE NORTH 74 DEGREES 27 MINUTES 58 SECONDS WEST FOR A DISTANCE OF 76.76 FEET TO A 1/2 INCH IRON PIN SET; THENCE SOUTH 60 DEGREES 49 MINUTES 45 SECONDS WEST FOR A DISTANCE OF 56.00 FEET TO A 1/2 INCH IRON PIN SET; THENCE SOUTH 11 DEGREES 19 MINUTES 31 SECONDS EAST FOR A DISTANCE OF 35.00 FEET TO A 1/2 INCH IRON PIN SET; THENCE DEPARTING SAID NORTHWESTERLY RIGHT-OF-WAY LINE OF HOOD AVENUE NORTH 72 DEGREES 41 MINUTES 00 SECONDS WEST FOR A DISTANCE OF 286.70 FEET TO A 1/2 INCH IRON PIN SET; THENCE NORTH 17 DEGREES 19 MINUTES 00 SECONDS EAST FOR A DISTANCE OF 1387.75 FEET TO A 1/2 INCH IRON PIN SET; THENCE NORTH 72 DEGREES 41 MINUTES 00 SECONDS WEST FOR A DISTANCE OF 293.03 FEET TO A 1/2 INCH IRON PIN SET; THENCE NORTH 17 DEGREES 18 MINUTES 42 SECONDS EAST FOR A DISTANCE OF 462.58 FEET TO A 1/2 INCH IRON PIN SET; THENCE SOUTH 86 DEGREES 40 MINUTES 45 SECONDS EAST FOR A DISTANCE OF 179.24 FEET TO A 1/2 INCH IRON PIN SET; THENCE SOUTH 14 DEGREES 49 MINUTES 06 SECONDS WEST FOR A DISTANCE OF 365.00 FEET TO A 1/2 INCH IRON PIN SET; THENCE SOUTH 73 DEGREES 37 MINUTES 49 SECONDS EAST FOR A DISTANCE OF 674.98 FEET TO A 1/2 INCH IRON PIN SET; THENCE SOUTH 17 DEGREES 19 MINUTES 26 SECONDS WEST

FOR A DISTANCE OF 940.47 FEET TO A 1/2 INCH IRON PIN SET; THENCE SOUTH 72 DEGREES 40 MINUTES 34 SECONDS EAST FOR A DISTANCE OF 54.83 FEET TO A 1/2 INCH IRON PIN SET; THENCE ALONG A CURVE TO THE RIGHT HAVING A RADIUS OF 150.00 FEET FOR AN ARC DISTANCE OF 113.90 FEET (SAID ARC BEING SUBTENDED BY A CHORD OF SOUTH 72 DEGREES 40 MINUTES 34 SECONDS EAST FOR A DISTANCE OF 111.18 FEET) TO A 1/2 INCH IRON PIN SET; THENCE SOUTH 29 DEGREES 10 MINUTES 15 SECONDS EAST FOR A DISTANCE OF 30.00 FEET TO A 1/2 INCH IRON PIN SET ON THE NORTHWESTERLY RIGHT-OF-WAY LINE OF HOOD AVENUE, SAID 1/2 INCH IRON PIN SET BEING THE POINT OF BEGINNING.

SAID TRACT OR PARCEL OF LAND CONTAINS 22.514 ACRES OR 980,727 SQUARE FEET.

LESS AND EXCEPT THE FOLLOWING:

ALL THAT TRACT OR PARCEL OF LAND LYING AND BEING IN LAND LOTS 206 AND 211 OF THE 12TH LAND DISTRICT, CITY OF FOREST PARK, CLAYTON COUNTY, GEORGIA, SAID TRACT OR PARCEL OF LAND BEING MORE FULLY SHOWN AND DESIGNATED AS PARCEL 2 ON A PLAT OF SURVEY PREPARED BY VALENTINO & ASSOCIATES, INC. (JOB #15-074; DRAWING/FILE #15-074), BEARING THE SEAL OF GLENN A. VALENTINO, GEORGIA REGISTERED LAND SURVEYOR #2528, AND BEING MORE PARTICULARLY DESCRIBED, WITH BEARINGS RELATIVE TO GRID NORTH, GEORGIA WEST ZONE, AS FOLLOWS:

TO FIND THE POINT OF BEGINNING, COMMENCE AT A CONCRETE MONUMENT FOUND AT THE COMMON CORNER OF LAND LOTS 209, 210, 239 AND 240;

THENCE SOUTH 65 DEGREES 12 MINUTES 14 SECONDS EAST FOR A GRID DISTANCE OF 6469.34 FEET TO A 1/2 INCH IRON PIN SET ON THE NORTHWESTERLY RIGHT-OF-WAY LINE OF HOOD AVENUE (110 FOOT PUBLIC R/W & VARIES);

THENCE PROCEEDING ALONG SAID NORTHWESTERLY RIGHT-OF-WAY LINE OF HOOD AVENUE THE FOLLOWING COURSES AND DISTANCES:

SOUTH 16 DEGREES 07 MINUTES 29 SECONDS WEST FOR A DISTANCE OF 59.88 FEET TO A IRON 1/2 INCH IRON PIN SET;

THENCE SOUTH 60 DEGREES 49 MINUTES 45 SECONDS WEST FOR A DISTANCE OF 606.05 FEET TO A 1/2 INCH IRON PIN SET;

THENCE NORTH 74 DEGREES 27 MINUTES 58 SECONDS WEST FOR A DISTANCE OF 76.76 FEET TO A 1/2 INCH IRON PIN SET;

THENCE SOUTH 60 DEGREES 49 MINUTES 45 SECONDS WEST FOR A DISTANCE OF 28.00 FEET TO A PK (MASONRY) NAIL SET IN ASPHALT;

THENCE DEPARTING SAID NORTHWESTERLY RIGHT-OF-WAY LINE OF HOOD AVENUE NORTH 29 DEGREES 10 MINUTES 15 SECONDS WEST FOR A DISTANCE OF 30.00 FEET TO A PK (MASONRY) NAIL SET IN ASPHALT;

THENCE ALONG A CURVE TO THE LEFT HAVING A RADIUS OF 150.00 FEET FOR AN ARC DISTANCE OF 113.90 FEET (SAID ARC BEING SUBTENDED BY A CHORD OF NORTH 50 DEGREES 55 MINUTES 24 SECONDS WEST FOR A DISTANCE OF 111.18 FEET) TO A PK (MASONRY) NAIL SET IN ASPHALT;

THENCE NORTH 72 DEGREES 40 MINUTES 34 SECONDS WEST FOR A DISTANCE OF 54.83 FEET TO A PK (MASONRY) NAIL SET IN ASPHALT, SAID PK (MASONRY) NAIL SET BEING THE POINT OF BEGINNING.

THENCE NORTH 72 DEGREES 40 MINUTES 34 SECONDS WEST FOR A DISTANCE OF 60.00 FEET TO A 1/2 INCH IRON PIN SET;

THENCE NORTH 17 DEGREES 19 MINUTES 26 SECONDS EAST FOR A DISTANCE OF 110.00 FEET TO A 1/2 INCH IRON PIN SET;

THENCE SOUTH 72 DEGREES 40 MINUTES 34 SECONDS EAST FOR A DISTANCE OF 30.63 FEET TO A 1/2 INCH IRON PIN SET;

THENCE NORTH 17 DEGREES 21 MINUTES 55 SECONDS EAST FOR A DISTANCE OF 829.99 FEET TO A 1/2 INCH IRON PIN SET;

THENCE SOUTH 73 DEGREES 37 MINUTES 49 SECONDS EAST FOR A DISTANCE OF 28.77 FEET TO A 1/2 INCH IRON PIN SET;

THENCE SOUTH 17 DEGREES 19 MINUTES 26 SECONDS WEST FOR A DISTANCE OF 940.47 FEET TO A PK (MASONRY) NAIL SET IN ASPHALT, SAID PK (MASONRY) NAIL SET BEING THE POINT OF BEGINNING.

SAID TRACT OR PARCEL OF LAND CONTAINS 0.705 ACRES OR 30,734 SQUARE FEET.

PARCEL 2

EASEMENTS AND OTHER INTERESTS IN REAL PROPERTY CONTAINED IN THAT CERTAIN MASTER DECLARATION OF COVENANTS, CONDITION AND RESTRICTIONS AND RESERVATION OF EASEMENTS FOR GILLEM LOGISTICS CENTER BY URBAN REDEVELOPMENT AGENCY OF THE CITY OF FOREST PARK, GEORGIA, DATED JUNE 11, 2014, FILED JUNE 12, 2014, AND RECORDED IN DEED BOOK 10541, PAGE 591, CLAYTON COUNTY GEORGIA, RECORDS, AS AMENDED.

PARCEL 3

EASEMENTS AND OTHER INTERESTS IN REAL PROPERTY CONTAINED IN THAT CERTAIN EASEMENT AGREEMENT BETWEEN GILLEM GA INDUSTRIAL LLC, GILLEM LOGISTICS CENTER BUILDING 150, LLC, GILLEM LOGISTICS CENTER

**BUILDING 300, LLC AND GILLEM LOGISTICS CENTER BUILDING 400/500, LLC DATED
AUGUST 8, 2017, FILED FOR RECORD AUGUST 11, 2017 AND RECORDED IN DEED
BOOK 11145, PAGE 674, CLAYTON COUNTY, GEORGIA RECORDS.**



RECEIVED MAR 13 2026

Providing Quality Water and Quality Services to Our Community

03/09/2026

DOWNTOWN DEVELOPMENT AUTHORITY OF THE CITY OF FOREST PARK
745 FOREST PKWY
FOREST PARK GA 30297-2209

Reference Account: 32740664
Parcel: 13049A B022

Dear Customer,

The Clayton County Water Authority strives to maintain excellent customer service and satisfaction. A vital part of that goal focuses on open lines of communication with our customer base.

Clayton County Water Authority entered into an agreement with Clayton County and the Cities of Morrow, Jonesboro, Forest Park, Lake City, Lovejoy, and Riverdale in 2007 to provide a uniform program of Stormwater management throughout the County.

Our records indicate the tenant has closed the water and/or sewer service. The owner or managing agent is placed into continuous service for Stormwater billing. Our records indicate the billing for account 32740664 is based on 3741 square feet of impervious surface. Please note, Stormwater charges are based on \$3.75 per Stormwater unit. One Stormwater unit is equal to 2,950 square feet of impervious surface. This results in a monthly Stormwater fee of \$4.76. The activation of this service will begin with the next bill and will continue consecutively each month until the tenant applies for service or the property sold. **Note:** the first and final bills are prorated.

Note: If the property has been sold, please email or mail a hard copy of the settlement statement to ccwa_stormwaterbilling@ccwa.us. Please be advised that we will not backdate the stormwater service. The account will be updated accordingly upon receipt of the required documentation.

Thank you in advance for your understanding in this matter. If you have any questions regarding this correspondence, please contact Customer Service at 770-960-5200. Thank you for your business with Clayton County Water Authority.

Sincerely,

Collections
Clayton County Water Authority

**GILLEM LOGISTICS INDUSTRIAL 150, LLC
C/O LASALLE INVESTMENT MANAGEMENT, INC.
3344 PEACHTREE ROAD, NE
SUITE 1200
ATLANTA, GA 30326**

**ANNUAL REPORT
February 9, 2026**

Downtown Development Authority of the City of Forest Park
745 Forest Parkway
Forest Park, Georgia 30297
Attn: Vice Chairman

**Re: 2025 ANNUAL REPORT – Economic Development Agreement (“EDA”
between Gillem Logistics Industrial 150, LLC (the “Company”) and the
Downtown Development Authority of the City of Forest Park (the
“Authority”) regarding the capital project located at 2055 Anvil Block Rd,
Forest Park, Georgia (the “Project”)**

Dear Vice Chairman Stallings:

This letter shall serve as the 2025 Annual Report, as required under the EDA.

Jobs Report

The Jobs Goal is 84 full-time jobs at the Project in the first year of the Incentive Period, then increasing each following year on a cumulative basis by 6 additional full-time employees, therefore the Jobs Goal for 2025 is 84 jobs. The monthly average number of full-time jobs at the Project determined in accordance with the EDA during 2025 was 97; therefore the Jobs Goal has been met and satisfied.

Investment Report

The Company has invested and caused to be invested at least \$37,176,663.74 in the Project. The Investment Goal is \$40,000,000. The Investment Shortfall for 2025 is \$2,823,336.26. The Investment Shortfall Percentage is 7.0%.

Tax Recovery Payments

The Combined Shortfall Percentage for 2025 is 3.5% $((0\% + 7.0\%) \div 2)$. Since the Combined Shortfall Percentage is not more than 20%, a Tax Recovery Payment is not due for 2025.

Please do not hesitate to let us know if you require any additional information.

Sincerely,

A handwritten signature in black ink, appearing to read "Chris Harris", with a long horizontal flourish extending to the right.

Chris Harris
Vice President

18160488 - GA
Nationwide Notice
PO Box 542165
LW, FL 33454



9214 8901 0789 9963 6577 19



RECEIVED MAR 13 2026

DOWNTOWN DEVELOPMENT AUTHORITY OF THE CITY OF
FOREST PARK
745 FOREST PARKWAY
FOREST PARK, GEORGIA 30297

The Construction Notice printed on the reverse side of this document is only a notice and NOT A LIEN and is not recorded against your property. This notice is not a reflection of the credit worthiness or financial standing of any contractor nor is it an indication of their ability or desire to pay their bills. It is merely a letter informing the owner of the property and/or general contractor that **Synergy Equipment** has supplied or will supply services, equipment and/or materials. Failure to ensure that their vendor is paid may result in a lien being placed on your property and your paying twice for the materials and/or services provided to you by the vendor listed on the opposite side of this notice. If you have paid or are about to pay your contractor, ask them for a release of lien to ensure their vendor is paid. If you have any questions about this notice, please call Nationwide Notice at (561) 228-1114.

Notices Filed on Project: The undersigned requests a copy of the **Notice of Completion, Notice of Cessation, Notice of Commencement** and the **Construction Lender** (*if not listed on the reverse side*) relating to the improvements of the property described on the reverse side of this document. If none is currently available, this is an ongoing request should one become available in the future. Please send a copy via fax to 561-439-6614, by email to ento@nationwidenotice.com or by certified mail to Nationwide Notice, Inc. PO Box 542165, Lake Worth, FL 33454.

Bonded Projects, Updated Owner and General/Prime Contractor Information: The undersigned requests a copy of the payment bond or trust relating to the improvements of the property described on the reverse side of this document. If none is currently available, this is an ongoing request should one become available in the future. The undersigned also requests any updated Owner and General/Prime Contractor information including the name and address if different from the information printed on the notice. Please send a copy via fax to 561-439-6614, by email to ento@nationwidenotice.com or by certified mail to Nationwide Notice, Inc. PO Box 542165, Lake Worth, FL 33454.

Notice: If the work being done on the property described on the reverse side of this document is for improvements to the property which were ordered by a lessee/tenant, please forward a verified copy of the **lease provision** or a copy of the recorded **Notice of Non-Responsibility** to the undersigned by fax to 561-439-6614, by email to ento@nationwidenotice.com or by certified mail to Nationwide Notice, Inc. PO Box 542165, Lake Worth, FL 33454. If you fail to provide this information within 30 days, or serve a false or fraudulent copy, your interest as lessor may be subject to a construction lien in favor of the undersigned. If you require information regarding contractor payment status, please contact Synergy Equipment at the number located at the bottom of the notice.

Nationwide Notice, Inc.

**PRELIMINARY NOTICE
NOTICE TO CONTRACTOR/SUBCONTRACTOR
and Request for Copy of Notice of Commencement**

9214890107899963657719
DOWNTOWN DEVELOPMENT AUTHORITY OF THE CITY OF FOREST PARK
745 FOREST PARKWAY
FOREST PARK, GEORGIA 30297

Project: **METCALF ROAD EXTENSION/ 200 METCALF RD / CONLEY, GA / As recorded in the public records of CLAYTON County, GA / Property Control # 12210 210003 , Public**

As required by O.C.G.A. § 44-14-361.5, and within 30 days of the filing of the Notice of Commencement or 30 days following the first delivery of labor, services or materials to the property, the undersigned hereby notifies you that it has or will furnish lienable labor, services, equipment or materials to the property and project described above at the instance of the following company or person(s): **MAINE DRILLING & BLASTING INC**

The labor, services or materials being provided are generally described below:

Rental Equipment

The contract price or anticipated value of the labor, services or materials to be provided, or the amount claimed to be due, if known, is as follows: **\$23,605.50**

Request for Copy of Notice of Commencement: Synergy Equipment is requesting a copy of any Notice of Commencement recorded on the project listed above along with a copy of the payment bond where applicable pursuant to (GA) O.C.G.A §44-14-361.5, §10-7-31, §13-10-62, and/or §36-91-93. Please let us know if you have filed a Notice of Commencement by sending a copy via fax to 561-439-6614, by email to ento@nationwidenotice.com or by certified mail to Nationwide Notice, Inc. PO Box 542165, Lake Worth, FL 33454. If no such Notice of Commencement has yet been filed, then we request that you forward us a copy of such notice, should one be filed, within ten (10) days after it is, in fact, filed and posted.



By: Jorge Iriban

Agent For: **Synergy Equipment**
5960 Frontage Road, Forest Park, GA 30297
678-506-8751
datha@synergiequip.com
Contact: Diane Atha

W/O: 18160488
Job #: 01102026267516
Date: 03/09/2026
Acct #: 23986
FOREST PARK

<u>Recipient Type</u>	<u>Tracking ##</u>	<u>Name</u>	<u>Address</u>
Owner	9214890107899963657719	DOWNTOWN DEVELOPMENT AU	745 FOREST PARKWAY, FOREST PARK, GEORGIA 30297
General Contractor	9214890107899963658419	BRENT SCARBROUGH & COMP	45 EAST AVLATLON WAY , NEWMAN, GA 30263
Contractor		MAINE DRILLING & BLASTI	PO BOX 1140, GARDINER, ME 04345

ANNUAL REPORT

FEBRUARY 16, 2026

Downtown Development Authority of the City of Forest Park
745 Forest Parkway
Forest Park, Georgia 30297
Attn: Chairman

Re: 2025 ANNUAL REPORT - Memorandum of Understanding and Economic Development Agreement (“EDA”) between TA Gillem Logistics 1100, LLC (the “Company”) and the Downtown Development Authority of the City of Forest Park (the “Authority”) regarding the capital project located at 200 Metcalf Road Extension, Forest Park, Georgia (the “Project”)

Dear Chairwoman Butler:

This letter shall serve as the 2025 Annual Report, as required under the EDA.

Jobs Report

The number of full-time jobs at the Project determined in accordance with the EDA during 2025 was 84. The Jobs Goal is 200 jobs. The Jobs Shortfall for 2025 is 116 jobs. The Jobs Shortfall Percentage is 58%.

Investment Report

The Company has invested and caused it to be invested at least \$72,390,594 in the Project. The Investment Goal is \$45,000,000. The Investment Shortfall for 2025 is \$0.00; therefore, the Investment Goal has been met and satisfied.

Tax Recovery Payments

The Combined Shortfall Percentage for 2025 is 29.00% ($58.0\% + 0\% \div 2$). The Tax Recovery Payment for 2025 is \$136,024.01 (County ad valorem tax savings of $\$314,744.83 \times 29.00\% = \$91,276.00$ and City ad valorem tax savings of $\$154,303.49 \times 29.00\% = \$44,748.01$).

Please do not hesitate to let us know if you require any additional information.

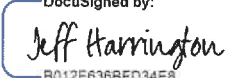
(Signature appears on the next page)

Sincerely,

TA GILLEM LOGISTICS CENTER 1100, LLC,
a Delaware limited liability company

By: R2C SA, L.P.,
a Delaware limited partnership,
its sole member

By: R2C GP, LLC,
a Delaware limited liability company,
its sole general partner

DocuSigned by:

By: RC12F636RED34FA
Name: Jeff Harrington
Title: Authorized Signatory

**FELLERS, SCHEWE, SCOTT, & ROBERTS, INC.
PROPERTY TAX CONSULTANTS**

Bus. (770) 621-9548
Fax. (770) 621-9538



Ms. Kendrick Leckband
TA Realty
One Federal Street
17th Floor
Boston, MA 02110

11/15/2025

Taxing Jurisdiction: City of Forest Park, GA

Tax Year: 2025

PROPERTY NAME/ADDRESS/PARCEL(s).

Gillem Logistics Center 1100

200 Metcalf Rd.
* 12210 210003 (Bond Program)

231,455.22

Total Tax Due: 231,455.22

Please Pay Prior To: January 20, 2026 231,455.22

**Please remit payment to:
City of Forest Park
PO Box 69
Forest Park, GA 30298**

* The attached tax bill was not mailed to our address, this is a copy in the event you did not receive the original bill. Please do not make duplicate payment.

CC: Ms. Corneshia Hill, **ROBINSON WEEKS**
Frances Jackson, **ROBINSON WEEKS**
Mr. Jeff Harrington
Mr. Jim Knowles

2025 Property Tax Statement

City of Forest Park
 P.O. Box 69
 Forest Park, GA 30298

Bill No.	Due Date	TOTAL DUE
2025- 5883.0	01/20/2026	231,455.22

Map: 12210 210003
 Location: 200 METCALF RD

**MAKE CHECK OR MONEY ORDER PAYABLE TO:
 City of Forest Park**



00005883

DOWNTOWN DEVELOPMENT AUTHORITY
 745 FOREST PARKWAY
 FOREST PARK, GA 30297

↑ Return top portion with payment ↑

City of Forest Park
 P.O. Box 69
 Forest Park, GA 30298

Tax Payer: DOWNTOWN DEVELOPMENT AUTHORITY
Map Code: 12210 210003 REAL
Description:
Location: 200 METCALF RD
Bill No: 2025- 5883.0
District: 01

Phone: (404) 366-4720 Fax: (404) 608-2344

Fair Market Value (FMV)	Assessed Value 40% FMV	Exemptions	Taxable Value	Millage Rate	Net Tax Due
34,560,000	13,823,999 -	0	13,823,999	16.74300	231,455.22

Entity	Exemptions	Gross Tax	Exemptions Tax Credit	Fees	Total Due
CITY OF FOREST PARK		231,455.22			
NET TAX DUE					231,455.22

City of Forest Park, GA - The law requires payment in full by: Jan 20, 2026

IMPORTANT MESSAGES - PLEASE READ

File homestead exemptions January 2nd - April 1st.
 If ownership of property has changed and the new owner is responsible for paying taxes, please forward the tax bill to them. If you do not have a county homestead exemption you do not qualify for the city's exemption. If you currently have the city's exemption and not the county's, you will forfeit your city's exemption.

If your mortgage company is responsible for paying your taxes please forward the top portion of this statement to them, retaining the bottom portion for your income tax records.

If you desire a paid receipt, please enclose a self addressed stamped envelope.

Payments are applied first to any unpaid prior years taxes if applicable.

Failure to pay this bill by the due date will result in the following: A delinquent tax FIFA (Lien) will be placed in your name or against your property on the general execution docket in Clayton County, Interest accrues based on the current year bank loan prime interest rate plus 3%, accrued monthly.

Total Due	231,455.22
Interest	
FIFA	
Balance Due this bill:	231,455.22
Back Taxes	
TOTAL DUE	231,455.22

**Failure to receive a bill does not exempt penalties or interest.
 We are not responsible for late remittance made through the mail Service.**

**FELLERS, SCHEWE, SCOTT, & ROBERTS, INC.
PROPERTY TAX CONSULTANTS**

Bus. (770) 621-9548
Fax. (770) 621-9538



Ms. Kendrick Leckband
TA Realty
One Federal Street
17th Floor
Boston, MA 02110

FJ approved
10/15/25
Gillem 1100
2025 County Taxes

10/15/2025

Taxing Jurisdiction: Clayton County, GA

Tax Year: 2025

PROPERTY NAME/ADDRESS/PARCEL(s).

Gillem Logistics Center 1100

200 Metcalf Rd.
* 12210 210003 (Bond Program)

472,117.24

Total Tax Due:

472,117.24

Please Pay Prior To: December 01, 2025 \$472,117.24

**Please remit payment to:
Clayton County Tax Commissioner
Administration Annex 3, 2nd Floor
121 S. McDonough Street
Jonesboro, GA 30236**

* The attached tax bill was not mailed to our address, this is a copy in the event you did not receive the original bill. Please do not make duplicate payment.

CC: Ms. Corneshia Hill, **ROBINSON WEEKS**
Frances Jackson, **ROBINSON WEEKS**
Mr. Jeff Harrington
Mr. Jim Knowles



From: [June Sun](#)
To: [Corneshia Hill](#)
Subject: Re: Gillem 1100 -Job Report
Date: Monday, January 12, 2026 10:00:40 AM
Attachments: [yitalogo.png](#)

YITA

Temp employees-46
YITA employees-6
Average rate: \$25/hr



June Sun

HR/Admin Specialist || YITA LLC

18220 80th Place South, Kent, WA 98032

hong_sun@yintatech.com

From: Corneshia Hill <Corneshia@robinsonweeks.com>
Send Time: Fri, Jan 9, 2026, 14:20
To: June Sun <hong_sun@yintatech.com>
Subject: Gillem 1100 -Job Report

Good afternoon June,

It's that time of year again. Can you confirm for me the below information. This is for the job report that we have to submit every year for taxes.

YITA

Temp employees-66
YITA employees-7
Average rate: \$24.08

Let me know if you need anything else.

Corneshia Hill

Senior Property Manager – Property Management

ROBINSON | WEEKS

PARTNERS

1 Glenlake Parkway, Suite 900
Atlanta, GA 30328

o. 404.815.2013 | m. 678.232.5830

Corneshia@Robinsonweeks.com

RobinsonWeeks.com

2025 PROPERTY TAX STATEMENT

DANIELLE H. SMITH
 Clayton County Tax Commissioner
 121 S. McDonough St., Annex 3, 2nd Floor
 Jonesboro, GA 30236

Bill No.	Original Due Date	TOTAL DUE
2025-1351986	12/19/2025	\$472,117.24

Parcel: 12210 210003 Type: RE Printed: 10/15/2025

Location: 200 METCALF RD BLDG 1100 30297



MAKE CHECK OR MONEY ORDER PAYABLE TO:
 Clayton County Tax Commissioner

DOWNTOWN DEVELOPMENT AUTHORITY OF THE
 CITY OF FOREST PARK
 745 FOREST PARKWAY
 FOREST PARK GA 30297

**CORRECTED
 TAX BILL**

RETURN THIS PORTION WITH PAYMENT

DANIELLE H. SMITH
 Clayton County Tax Commissioner
 121 S. McDonough St., Annex 3, 2nd Floor
 Jonesboro, GA 30236
 Phone: (770) 477-3311 Fax: (770) 477-3326
 www.claytoncountyga.gov



Tax Payer: DOWNTOWN DEVELOPMENT AUTHORITY C
Map/Parcel#: 12210 210003 REAL
Location: 200 METCALF RD BLDG 1100 30297
Bill No: 2025-1351986
District: T3FP - TAD FOREST PARK

Improvement Value	Land Value	Fair Market Value	Acres	Exemptions	Original Due Date	Print Date	Payment Good Through
53,369,100	4,230,900	34,560,000	60.88		12/19/2025	10/15/2025	12/19/2025
Entity	Adjusted FMV	Net Assessment	Exemptions	Taxable Value	Millage Rate	HTRG Credit	Net Tax
COUNTY OPER	34,560,000	13,824,000		13,824,000	17.926		247,809.02
SALES TAX ROLLBACK CREDIT	34,560,000	13,824,000		13,824,000	3.374		- 46,642.18
SCHOOL OPER	34,560,000	13,824,000		13,824,000	19.600		270,950.40
TOTALS						34.152	472,117.24

CLAYTON SCHOOLS Adopted millage rate exceeds the estimated roll-back rate as stated in the annual notice of assessment that you previously received for this taxable year, which will result in an increase in the amount of property tax that you will owe.

If ownership of property has changed hands and a new owner is responsible for paying taxes, please forward the tax bill to them.

If the taxes due are to be paid by your mortgage company, please forward the bottom portion of this statement to them, retaining the top portion for your income tax records.

Receipts will be mailed only when payment is accompanied by a stamped, self-addressed envelope.

Failure to pay this bill by due date will result in the following: A delinquent tax lien will be placed in your name or against your property on the General Execution Docket, interest will accrue based on the current year bank loan prime interest rate plus 3%, accrued monthly. Additionally, a penalty of 5% will be added if any portion of the tax bill remains unpaid for 120 days after the due date; then an additional 5% on the remaining balance after every 120 days, not to exceed 20%. Pay on-line at www.claytoncountyga.gov Discover, MasterCard and Visa are accepted. When paying a credit card there is a third party merchant processing fee for this service. E-check payment is also accepted with a \$3.95 convenience fee.

Other forms of payment include cash, check and money orders.

Current Due	\$472,117.24
Penalty	\$0.00
Interest	\$0.00
Other Fees	\$0.00
Previous Payments	\$0.00
Back Taxes	\$0.00
TOTAL DUE	\$472,117.24
Printed:	10/15/2025

*total
 24061*

From: [Chyna Waters](#)
To: [Corneshia Hill](#)
Cc: [Stuart Smith](#); [Beth Wallace](#)
Subject: Re: Gillem 1100 Jobs Report
Date: Monday, January 12, 2026 9:43:51 AM
Attachments: [Outlook-mdsgfslf.png](#)

Good morning,

Landair is reporting 32 employees at the Delta GA facility. Our current rate is \$21 per hour.

Thank you!

[Chyna Waters](#), Office Administrator
Covenant Logistics · Mobile: (678)764-6055



From: Corneshia Hill <Corneshia@robinsonweeks.com>
Sent: Friday, January 9, 2026 2:24 PM
To: Chyna Waters <CAWaters@covenantlogistics.com>
Cc: Stuart Smith <SSmith@covenantlogistics.com>; Beth Wallace <BWallace@covenantlogistics.com>
Subject: Gillem 1100 Jobs Report

EXTERNAL EMAIL: If unknown sender, **do not** click links/attachments. **Never** give out your user ID or password.

Good afternoon Chyna,

We need the jobs report from Landair/Covenant showing the average number of jobs and average hourly wage at Gillem 1100 for our tax abatement. Our tax abatement requires 200 full time jobs and a \$17.50-hour average wage including management. This is information that is needed for the tax abatement per the City of Forest Park.

This tax reduction will be helpful to Landair as it will be passed on through the additional rent paid through the lease. Every dollar we save on taxes through submitting this report on the jobs and wages we have, will be a dollar saved for Landair's share of the taxes as well through rent.

Regardless of if we don't hit the total target the county set for us in jobs and wages at the building, we should still submit what you have as they will do a "claw back" and just reduce the taxes based on

the % of the goal we met. If we submit 0, we won't get any reduction at all. Last year Landair reported 40 employees, and the rate was \$20 per hour. Can you confirm of this is still the same?

Let me know if you need anything else.

Kindest Regards,

Corneshia Hill
Senior Property Manager – Property Management

ROBINSON WEEKS
PARTNERS

1 Glenlake Parkway, Suite 900
Atlanta, GA 30328
o. 404.815.2013 |m. 678.232.5830
Corneshia@Robinsonweeks.com
RobinsonWeeks.com

This communication and the information transmitted is intended solely for the individual or entity to which it is addressed and may contain confidential and/or privileged material. Any review, retransmission, dissemination or other use of or taking action in reliance upon this information by persons or entities other than the intended recipient is prohibited. If you have received this email in error please contact the sender immediately and delete the material from any computer. As a recipient of this email, you are responsible for screening its contents and the contents of any attachments for the presence of viruses. The organization sending this communication and its affiliates accept no liability for any damages caused by any virus transmitted by this email.

This communication and the information transmitted is intended solely for the individual or entity to which it is addressed and may contain confidential and/or privileged material. Any review, retransmission, dissemination or other use of or taking action in reliance upon this information by persons or entities other than the intended recipient is prohibited. If you have