

MINUTES
DOWNTOWN DEVELOPMENT AUTHORITY (DDA)
Meeting Monday, November 14, 2016 5:30 PM
City Hall Council Room on 2nd Floor

CALL TO ORDER and ROLL CALL: Seanie Zappendorf on behalf of Chair Jeremy Porter called the meeting to order at 5:34 p.m. Present were Mike Sosebee, John Walden, Seanie Zappendorf, Jeremy Porter, Keith Stone, Gordon Pirkle. Member not present: Cindy Elliott.

PLEDGE & INVOCATION: Pledge / invocation by Mike Sosebee

APPROVAL OF THE AGENDA: Pledge / invocation by Keith Stone/Mike Sosebee

OLD BUSINESS:

1. Approval of Minutes: Motion to approve the agenda by: Keith Stone/Jeremy Porter. Motion carried unanimously in favor.

NEW BUSINESS:

1. Update / add on to DAWSONVILLE DOWNTOWN DEVELOPMENT GRANT PROJECT FUND APPLICATIONS- Motion to approve applications due Monday a week before a set DDA meeting and members will vote at meetings: Jeremy Porter/Mike Sosebee. Motion carried unanimously in favor.

2. DDA consultant: Motion to table by Jeremy Porter/Keith Stone. Motion carried unanimously in favor.

3. Financial report: Seanie Zappendorf \$57,379.40

4. DDA meeting dates for 2017: meeting time 5:30pm other than specified. 1-9 6pm, 3-13, 5-8, 6-12, 8 14, 9-11 6 pm, 11-13 Motion to approve dates by Jeremy Porter/Mike Sosebee. Motion carried unanimously in favor.

ADJOURNMENT: Motion to adjourn by 5:51pm: Jeremy Porter/John Walden. Motion carried unanimously in favor.




Jeremy Porter- chairperson




Seanie Zappendorf, Secretary-Tres.

resigned.


Cindy Elliot



Gordon Pirkle



Mike Sosebee



Keith Stone

not on board

John Walden



October 19, 2016

Dear Mayor Grogan and Chair Porter,

Enclosed is a proposed set of Georgia Downtown planning services.

We are excited about the opportunity to work with Dawsonville.

Georgia Downtowns values the process of collaboration and will work with you to identify needs, employ best practice strategies, and produce transformational outcomes. We are looking forward to helping you create a unique plan to fit your needs and lead to greater successes for Dawsonville.

For the benefit of your board members and city leaders, I am sending along my professional bio, with career highlights, such as the Great American Main Street Award. My partner, Dr. Alice Sampson, will round out our Dawsonville team. She is an experienced meeting facilitator and strategic planner. Also, in response to your request, I am attaching a Menu of Georgia Downtown Services. As you implement your new plan, please keep Georgia Downtowns in mind as a partner for success.

Our calendar is filling up, so let's set dates soon. We are amiable to booking out as late as January or February.

Best,

Joel

To: Mayor James Grogan and DDA Chair Jeremy Porter
Dawsonville Downtown Development Authority

From: Joel Cordle, Principal, Georgia Downtowns, and
Senior Downtown Development Professional

Re: Proposal: Setting Strategies for Dawsonville's Downtown Success

Date: October 19, 2016



INTRODUCTION

Downtown Dawsonville has excellent assets, an array of potential partners, and numerous opportunities for revitalization, restoration, and new construction. The Downtown Development Authority can serve a role as the economic development agency to help catalyze the resources to accomplish downtown priorities. Best management practices for downtown revitalization and economic development recommend that a board of directors (DDA) hold an annual strategic planning meeting and produce and follow an annual strategic work plan. This event will serve to focus the board and stakeholders on the most critical issues and to re-invigorate its participants. The strategic plan should be based on key current information, contain detailed and measurable action steps, key dates, identified resources, and partnerships necessary to implement the plan.

OBJECTIVE

Georgia Downtowns will facilitate a board retreat with the goal of creating the 2017 Strategic Work Plan.

SCOPE OF SERVICES

Georgia Downtowns specialists, Joel Cordle and Alice Sampson, will provide the Dawsonville DDA with facilitation services to create a Strategic Plan.

PRODUCTS AND OUTCOMES

This proposal is presented in three phases.

Phase One

Georgia Downtowns will conduct the following:

- Survey of retreat participants;
- Research and planning meeting; and
- Board planning retreat

Phase Two

Georgia Downtowns will compile collected information into a report for review. Final report will be submitted 3-5 business days after the review.

Phase Three

- Georgia Downtowns will work with the Chairman and the Mayor to create a detailed, comprehensive work plan, including measurable action steps, key dates, identified resources, and partnerships.

FEES AND EXPENSES

✓ **Phase One: \$975.00**

- Georgia Downtowns will conduct the following:
 - Survey of retreat participants;
 - Retreat research and planning meeting; and
 - Board planning retreat

✓ **Phase Two: \$325.00**

- Georgia Downtowns will compile collected information into a report for review. Final report will be submitted 3-5 business days after the review.

✓ **Phase Three: \$900.00**

- Georgia Downtowns will work with staff to create a detailed, comprehensive work plan, including measurable action steps, key dates, identified resources, and partnerships; this plan will be in the Main Street Transformative Strategies format.

The fee for engaging **all three phases** of services, as outlined above, is **\$1,980** (we are including a “new customer” 10% discount).

Fees are due within 30 days from the date of the invoice and payable to *Joel Cordle, Georgia Downtowns*.

THANK YOU

We appreciate the opportunity to serve you and look forward to working with you to develop a great plan!

Joel Cordle, Georgia Downtowns, Date

Client Economic Buyer Representative, Date

Joel Cordle

Principal, Georgia Downtowns

Senior Downtown Development Professional



Prior to founding *Georgia Downtowns*, **Joel Cordle** spent 32 years in Main Street management and economic development, city government, and cultural arts programs management.

Joel served ten years as the Executive Director of the Downtown Development Authority and Main Street Program for the City of Dahlonega, where he was responsible for the development and implementation of economic development plans based on the preservation of Dahlonega's historic commercial district. His office and he promoted the downtown historic business district, working closely with local owners to expand and retain downtown businesses, while assisting others in the establishment of new businesses with jobs. He worked closely with Dahlonega's city council, the downtown development authority board members, and agency partners to make downtown a thriving location for small businesses. In 2016, the Dahlonega Downtown Development Authority and Main Street Program received the *Great American Main Street Award*, from the National Main Street Center and in 2010, the *Award for Excellence in Downtown Development*, from the Georgia Downtown Association.

Before joining the City of Dahlonega staff, Joel served as a regional downtown representative for the Georgia Department of Community Affairs for four years. He provided support to 35 Main Street Program cities throughout North Georgia.

For 16 years, Joel was the Arts Division Administrator for Athens-Clarke County Government. His major accomplishments included merging city and county arts programs and staff during government consolidation, supervising restoration and expansion of two historic arts facilities – the Morton Theatre and the Lyndon House Arts Center, and establishing successful community music and arts festivals.

Joel's education and training include

- Bachelor's degree in Journalism from the University of Georgia;
- Local Government Management certification from the University of Georgia's Carl Vinson Institute of Government; and
- Georgia Downtown Association designation as a Senior Downtown Development Professional.

Joel served as the President of the Georgia Downtown Association in 2010. He currently volunteers as a founding board member of the Georgia Pick & Bow Traditional Music School. Joel has also served on the Dahlonega-Lumpkin County Chamber of Commerce Board of Directors, the Lumpkin County School High School Career Technology & Agricultural Education Advisory Board, and the University of North Georgia's Visual Arts Advisory Council. For many years he served as a board member of the Georgia Assembly of Community Arts Agencies and served as a grants panelist for the Georgia Council for the Arts.

For more information, please visit the Georgia Downtowns website.

Menu of Services

Examples of Organization Services



Downtown Work Plan

It's important to plan the work and work the plan. Creating a dynamic and measurable work plan for your downtown is an essential path to prosperity. A solid work plan will identify issues, set priorities, lead to community buy-in, build partnerships, foster commitment, and ensure follow through. Georgia Downtowns will partner with your staff and community to deliver a work plan specifically meeting your needs and vision.

Funding Presentations

Do you need grant funds, sponsorship dollars, and resources for your program and projects? Let us help you create a powerful package of visuals and narrative to make you more competitive and successful when you are in search of dollars.

Request for Proposals

What is a request for proposal (rfp) and how do you get one? Sometime or another, you have probably encountered this term and wondered how to create and advertise an rfp, a document used to secure the services of a professional consultant or product. Our office will work with you to put together an effective request for proposal. Learn how to craft a document for seeking services such as master plan development, streetscape design and engineering, arborist services, landscaping services, or parking studies and plans.

Management Services for Vacant Positions

Georgia Downtowns is pleased to provide temporary management services, resources, and skills to cities of all sizes. "Great American Main Street" award winning manager, Joel Cordle, can lead your organization through a period of transition, crisis, or change. It is essential to maintain compliance with all local, state and national requirements during times of transition. Cordle is an expert in the field and can be available quickly to nurture and lead an organization until a permanent manager is found. He can also assist with job descriptions and advertising to help fill vacant positions.

Basic Administrative Operations Training

Does your organization need assistance with fulfilling the requirements to operate a Main Street program, downtown development authority, or a nonprofit (501c3) agency? We can get you on to the right track for compliance, using the best practices for meeting federal, state, and local requirements. Georgia Downtowns will lead you through the processes for the annual Secretary of State corporate registration, IRS tax filings, downtown development authority annual registration, reports to city council, conduction of annual meetings and officer elections, and more.

Sustainable Main Street Program Partnership Plan

Your downtown revitalization program's success depends on building and sustaining productive relationships. We can help you build more effective partnerships at the local, regional, state, and national levels and build your network for long term success and sustainability.

Main Street Launch

Start your Main Street program now. Georgia Downtowns will work with you to set up "shop" and build a model that best fits your downtown. We will put together all of the required essentials, including mission and vision statements, by-laws, budget, annual work plan, and service agreements for the City Council – Main Street relationship. Additionally, we can review or craft your job descriptions and build tools for evaluations, board members' oath of office, confidentiality and conflict of interest statements, and board service agreements.

Great American Main Street Award

Go for it! Using our own experience, we will help you explore the Great American Main Street Award, examining its requirements, guidelines, and competition process. Georgia Downtowns will conduct a comparative inventory of your program and your economic impact statistics and assist you with the identification of priority issues leading up to your award application. Learn how to effectively tell your story, quantify your case, and be more competitive while seeking this prestigious national award.

Examples of Promotion Services

Marketing and Advertising Campaigns

It's important to promote downtown as an exciting destination for shopping, dining, and services. We can help you strategically target your messages to powerful customer bases, hit media targets, gain partners, and achieve success with social media. We can also provide you with valuable tips for maximizing your use of traditional news media in marketing and advertising.

Special Events Campaigns

Music, markets, arts, and excitement - smart, strategic special events help to make downtown a destination. We can help you learn to combine creativity, best resources, frugal budgets, and fun into success. We can provide models for events production, budgets, sponsorships, vendors, and more.

After-Hours Business Campaigns

We'll show you how to work with your business owners and use after-hours events to bring new customers and groups into stores. Use our successful models and give owners opportunities to show their inventories and build their sales.

Historic Preservation Education Events and Programs

Historic preservation is the foundation of success for revitalizing downtowns. Promoting preservation education is essential – and is required for Main Street certification. Georgia Downtowns has successful program samples to share to help build support and excitement for preservation of your historic central business district.

Downtown Investments and Achievements Campaign

Every year, there are downtown property and business owners who make significant investments into their downtown properties. Those repairs, restorations, and new construction help make your downtown a more attractive and thriving business center. Georgia Downtowns has a successful program that you can adopt as an annual celebration of those local investments and help you build better relationships with owners.

Examples of Economic Vitality Services

Investment Opportunity Inventories

A strong downtown program fully depends on a thorough inventory of properties. The program manager needs these details in order to help market vacancies and communicate with new and expanding business owners and property owners, too. Learn how to build and maintain your inventory and make it work for success of downtown.

Downtown Business Recruitment Event

Do you have vacant buildings that you need to fill? We have an exciting event to market vacant spaces for business and residential uses. The event will bring in potential customers and match them with property owners and business support agencies. Let us help you build excitement and opportunity for filling those vacant spaces.

Preservation Projects Funding

Finding funds for construction and restoration of historic buildings can be a big challenge. We can lead you to a variety of funding sources for project financing and work with you to bring these to the table for your prospects and property owners.

Constituent Partnership Campaign

Get to know your most important constituents – your downtown business owners. We have a powerful survey and strategy that can open constructive conversation and start lasting relationships. This is an essential early step for new managers and an effective activity for any manager – an activity from which all managers and directors will benefit.

Downtown Boutique Hotels Action Plan

Downtown lodging is a hot trend and is a great amenity for downtowns. This is a great use for vacant buildings but it can be a challenge to put together the financing and code compliance. We can help guide you through the funding options and incentives to make such a great project possible.

Higher Education Partnership Plan

Do you already have a college, university, or technical college in your downtown? If not, why not? Higher education institutions can bring your businesses a new injection of customers: students, staff, faculty, administrators, alumni, families of students. These great customers need to shop, need professional services, need dining and lodging opportunities. We can help you build partnerships with higher education administrators to build facilities in your downtown or to lease existing downtown buildings. Learn how to finance the project and how your financing profits can be used to help your program and revitalize your downtown.

Examples of Design Services

Downtown Assessment and Action Plan

First impressions are key. It is important to look good, day and night. Georgia Downtowns will measure and recommend how to improve your downtown curb appeal in public areas. We will review and provide action steps for addressing downtown design and economic activity issues. Build partnerships at the same time.

Historic Preservation Policies

How will we take care of our treasures? A meaningful statement of philosophy is a useful tool to express and guide a downtown's historic preservation efforts. We will work with you to craft a meaningful policy statement on historic preservation to help guide the work of your board, staff, and community partner agencies.

Façade Grant Program Implementation Plan

Small financial incentives can catalyze big investments by property owners and result in nicely restored and repaired commercial buildings. Get model documents for grant guidelines, application forms, and project close out documents. This program will help you leverage significant investments and beautiful buildings in your downtown.

Tree City Plan

Healthy and strategically placed downtown trees are essential for shopper comfort, as they provide shade during the summer, color in the fall, sculptures in the winter, and a fresh palette in the spring. We will help you protect and expand your downtown tree inventory, find grants, cultivate volunteers, improve curb appeal, build community support, and grow businesses.

Walk and Talk Campaign

We will work with your office and community partners to set up a "walk and talk" program, organizing and holding an on-site inspection and discussions that focus on the marketing of downtown. This program will engage all stakeholders during a two-hour inspection of the downtown area, followed by discussion of the findings – both positives and negatives- identifying those areas that need attention or those that represent the best of downtown. We will use gathered data and identified priority issues to create a tailored action plan.

Signature Design Asset Inventory and Promotion

We will survey your architectural and geographic icons, inventorying each one and crafting strategies to maximize their economic development potential.

Design Decision Guidelines

How can you help property owners to do the right thing? We will provide you with essential resources to help you and property owners make good decisions and do proper restorations and repairs of your downtown buildings.

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The *New* Community Initiated Development©

Local Training Options

Introduction

At the August 2013 Georgia Downtown Conference in Savannah, Kirby Glaze, President of 4PM, and Billy Parrish, Principal of BillyParrish Consulting, unveiled a new way of creating investment opportunities in downtowns and neighborhood commercial areas. Through two Home Grown Development© sessions, Kirby and Billy shared their *New* Community Initiated Development© concepts and showed how downtown and neighborhood development programs can more aggressively implement economic development projects through Active Economic Engagement (AE²).

Due to the overwhelmingly positive response to these sessions, Kirby and Billy have developed training programs for bringing the *New* Community Initiated Development© approach to Georgia cities. This training approach will equip cities to begin the *New* CID© journey in ways that are scalable to each city's level of development expertise and budget.

The *New* CID© Training Programs

To kick start a city's development of a *New* CID© approach to downtown development we designed four onsite training options as follows:

Option I: Introduction to the *New* Community Initiated Development©

This 1/2 day, single-trainer session begins with an overview of the rapidly expanding market for city living with market-based formulas for assessing your city's potential for living space development. The session also provides basic training on the *New* CID© approach to the development of downtown or in town neighborhood economic development projects. This session is perfect for the city looking to introduce elected officials and organizational leadership to the principles and practices of this new approach to downtown and neighborhood development.

Unit Price: \$1,200 inclusive of all fees and travel expenses.

Option II: Introduction to the *New* Community Initiated Development© PLUS

Adapting the *New* CID© Approach to your City's Development Organization

This 1 day, two-trainer session begins with a four hour overview of the rapidly expanding market for city living with market-based formulas for assessing your city's potential for living space development. The morning session also provides basic training on the *New* CID© approach to the development of downtown or in town neighborhood economic development projects.

The afternoon session is designed to connect your existing organization to the *New* CID© approach. By providing a basic level of development training specific to the kind of organization leading your downtown development programs you can customize the *New* CID© approach to your existing organization. Whether

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your organization is a Nonprofit, an Ad Hoc Committee of the City, an Urban Redevelopment Agency, a Downtown Development or a Housing Authority, the *New CID*© concepts can be adapted to fit your unique organizational framework.

Unit Price: \$2,900 inclusive of all fees and travel expenses.

Option III: Introduction to the *New Community Initiated Development*© PLUS Adapting the *New CID*© Approach to your City's Development Organization PLUS The Single Project Review Workshop!

This 1 1/2 day, two-trainer session begins with an overview of the rapidly expanding market for city living with market-based formulas for assessing your city's potential for living space development. The session also provides basic training on the *New CID*© approach to the development of downtown or in town neighborhood economic development projects.

Next, the trainers will connect your existing organization to the *New CID*© approach. By providing a basic level of development training specific to the kind of organization leading your downtown development programs you can customize the *New CID*© approach to your existing organization. Whether your organization is a Nonprofit, an Ad Hoc Committee of the City, an Urban Redevelopment Agency, a Downtown Development or a Housing Authority, the *New CID*© concepts can be adapted to fit your unique organizational framework.

The icing on the cake is a single project hands-on workshop that allows you to perform a back-of-the-envelope analysis of one development project. By applying the *New CID*© approach to a single specific priority project, be it a use in search of a property or a property in search of a use, the training team will walk with you through a preliminary CID project analysis, thereby putting the *New CID*© approach to work in your community.

Unit Price (Including the Single Project Workshop*): \$4,600 inclusive of all fees and travel expenses for one single property or use. This training can be divided into a 1 day workshop and a 1/2 day project development workshop to occur 2-3 weeks later.

**A second project can be added for an additional fee.*

Option IV: The *New Community Initiated Development*© Training PLUS The Project Review Workshop (For Advanced DDAs Only)

This 1 day, two-trainer session begins with an overview of the rapidly expanding market for city living with market-based formulas for assessing your city's potential for living space development. The session also provides training on the *New CID*© approach to the development of downtown or in town neighborhood economic development projects.

The icing on the cake is a single project hands-on workshop that allows you to perform a back-of-the-envelope analysis of one development project. By applying the *New CID*© approach to a specific priority project, be it a use in search of a

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property or a property in search of a use, the training team will walk with you through a preliminary CID project analysis, thereby putting the *New CID*© approach to work in your community.

Unit Price (Including the Single Project Workshop*): \$3,900 inclusive of all fees and travel expenses for one single property or use. This is only available to DDAs that have at least one development or bond project under their belt and whose members have all been through DDA training within the last 18 months.

**A second project can be added for an additional fee.*

Client City Responsibilities

The Client City will be responsible for setting up the meeting space, arranging for meals and refreshments, providing equipment and handling any marketing and registration for the event. In addition, the Client City will be responsible for all meeting room fees and charges, all material and printing costs, any equipment rental fees and charges, and the costs for all breaks and meals required by the timing of the training programs. In the case of the Single Project Review workshops, the Client City will also be responsible for providing organizational and property information, and copies of same for the participants, where required as specified by the Consultants in the training proposal and agreement.

The training session can have no more than 24 participants. If the Client City wishes to include other cities in its region for cost sharing and networking, no more than two additional cities can be included in the training, and the total number of training participants cannot exceed 24.

If you are ready to actively engage project development in your downtown or neighborhood commercial area by bringing the *New CID*© approach to your city, please contact Billy Parrish via email or phone as indicated below.

Billy Parrish

parrishbp@gmail.com

770-262-1646

View Billy's profile on LinkedIn: www.linkedin.com/in/bilyparrish/

Or read his blog at: <http://peopleplacepurpose.com/?s=Billy+Parrish>

BillyParrish Consulting

Biographical Information for Billy Parrish and Kirby Glaze

BILLY PARRISH – Principal & Senior Downtown Advisor, BillyParrish Consulting

Billy Parrish is Principal and Senior Downtown Advisor of BillyParrish Consulting, a small niche consulting practice focused in the areas of downtown and neighborhood development. Billy is a capacity builder and downtown catalyst who helps local governments and nonprofit organizations develop strategies and specific projects that further the redevelopment goals of their downtown or neighborhood commercial areas.

Billy has over 35 years' experience in downtown redevelopment, nonprofit management and housing development. Billy was the first downtown development director in Rome Georgia and, with solid local public and private sector leadership, saw that Rome was designated one of the first 30 Main Street® programs in the U.S. Billy was recruited away from Rome by the National Main Street program where he worked to establish State Main Street® Programs in over 650 cities in 35 states. Prior to returning to Georgia Billy served as the Director of the National Main Street Center.

In 1990 Billy returned to Georgia and worked in the areas of educational renewal, historic preservation and workforce housing development. From 2002 through 2012 Billy worked in the areas of downtown and community development with the Georgia Department of Community Affairs. In early 2013 Billy launched his own consulting practice and has to date worked on projects and services in the Georgia cities of Augusta, Brunswick, Columbus, Covington, Dahlonega, Eatonton, Madison, Powder Springs, Sugar Hill, Toccoa and West Point, as well as provided advanced training for the Georgia Municipal Association, the Georgia Cities Foundation, and the Alabama and North Carolina Main Street Programs. At the Georgia Downtown Conference Billy delivered the highly-praised closing address, *Where Main Street Meets Market Demand*, as well as two groundbreaking economic development sessions covering The *New Community Initiated Development Approach*© to downtown development.

Billy has contributed over 18 articles to the Georgia Municipal Association, and is a member of the Dunwoody Sustainability Commission and serves on the board of the Chattahoochee Parks Conservancy. Billy brings a unique combination of vision and in-depth experience across a wide array of community development initiatives, downtown and neighborhood development skills, community capacity building and process management.

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KIRBY GLAZE – Founder and President, Public-Private Partnership Project Management, Inc. (4PM), President, Community Development Partners, Inc. (CDP)

As president of both 4PM and CDP, Kirby Glaze manages a consortium of professionals representing disciplines critical to project development, management and marketing. Kirby has a long history of community development success and public private partnership project management, including economic revitalization projects, civic centers, housing developments and other community partnerships. A Jonesboro, Georgia native, Kirby graduated with a Bachelor of Arts Degree from the University of Georgia in 1972 and received his law degree from UGA in 1975. As an attorney and partner in his Jonesboro law firm, Kirby has been instrumental in proposing legislation and policy governing public-private partnerships in the state of Georgia. Kirby enjoys a statewide reputation representing municipal and government clients including development, industrial, housing and downtown authorities in transactions ranging from bond issues, financial matters, development and construction planning and oversight for public-private ventures. This practice area has become the focal point for Kirby in his role as President of 4PM and CDP.

Kirby has served as program speaker and seminar leader in a variety of university and professional forums, including the University of Georgia's Office of Economic Assistance, the Georgia Economic Developers Association, Georgia Municipal Association, the Georgia Department of Community Affairs, and the Annual Institute for City-County Attorneys. Kirby has served as a member of numerous Quality Growth Resource Teams, helping communities develop strategies for sustainable, quality patterns for growth.

His expertise in public private projects has benefited numerous Georgia municipalities, communities and governmental entities, including Clayton County Housing Authority, College Park Business and Industrial Authority, Hapeville Development Authority, Forest Park Development Authority, College Park Housing Authority, the Monroe Downtown Development Authority, the Downtown Waycross Development Authority, and the Thomasville Downtown Development Authority, as well as the local governments of Athens-Clarke County, College Park, Hapeville, Forest Park, Monroe, Richmond Hill, Suwanee, Thomasville, and Waycross. In 2010 Kirby was recognized by the Georgia Downtown Association and the DCA for "Outstanding Leadership in Downtown Development".



BillyParrish Consulting

The New CID Training Options - Pricing

The New CID© Training Options

Option I: Introduction to the *New* Community Initiated Development©

Unit Price: \$1,200, inclusive of all fees and travel expenses, for this 1/2 day training.

Option II: Introduction to the *New* CID© Training + Customized Organizational Workshop

Unit Price: \$2,900, inclusive of all fees and travel expenses, for this two-trainer, 1 day training.

Option III: Introduction to the *New* CID© + Customized Organizational Workshop + Single Project Review Workshop

Unit Price (For One Project*): \$4,600 inclusive of all fees and travel expenses for this two-trainer, 1 1/2 day training. This training can be divided into a 1 day workshop and a 1/2 day project development workshop to occur 2-3 weeks later.

Option IV: *New* CID© Training + Single Project Review Workshop (For Advanced DDAs Only)

Unit Price (For One Project*): \$3,900, inclusive of all fees and travel expenses, for this two-trainer, 1 day training. This is only available to DDAs that have at least one development or bond project under their belt and whose members have all been through DDA training within the last 18 months.

**A second project can be added for an additional fee.*

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The training session can have no more than 24 participants. If the Client City wishes to include other cities in its region for cost sharing and networking, no more than two additional cities can be included in the training, and the total number of training participants cannot exceed 24.

If you are ready to actively engage project development in your downtown or neighborhood commercial area by bringing the *New* CID© approach to your city, please contact Billy Parrish via email or phone as indicated below.

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