

ATLANTA BUSINESS CHRONICLE

GENERATION NEXT

Successor Michael Russell gained experience before leading his family business.

STRATEGIES 31A-35A



Atlanta's Largest Employers

19A

July 22-28, 2016
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Who's Who in Nonprofits

Highlighting 50 nonprofit leaders including Alicia Philipp.

SECTION 25A-28A



Southside Market Report

Hapeville project a sign developers are 'turning south.'

B SECTION

VC investing hitting the brakes

BY URVAKSH KARKARIA
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For Atlanta's tech industry, a fundraising winter may be coming. In what could be a tell-tale sign of a broader retrenchment, the venture capital industry appears to have applied the funding brakes in the second quarter – in Georgia and nationally.

Georgia companies drew \$117.24 million in the quarter, down 43 percent from a year earlier, according to the Money-Tree report, published by PricewaterhouseCoopers LLP and the National Venture Capital Association based on data from Thomson Reuters. Venture funding in Georgia year-to-date, meanwhile, is half of what it was in the first six months of 2015.

In good times, tech companies invest in growth – bulking up their sales force and

marketing budgets to grab market share – knowing they can always raise fresh capital. Now, some of these companies are jettisoning jobs and slashing spending as they face the reality of a tougher and more expensive



PHOTO ILLUSTRATION BY JAMES C. WATTS

CONTINUED ON PAGE 20A



JOANN VITELLI

PUBLIX IN TALKS FOR ANOTHER INTOWN STORE

BY AMY WENK
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Publix Super Markets Inc. looks like the latest grocer to become a fan of the Atlanta Beltline.

Publix would become the grocery anchor in the \$250 million redevelopment of the Leggett & Platt site, according to sources familiar with the talks.

The site, which spans 17 acres on Memorial Drive and along the Beltline, is being redeveloped by Atlanta-based Fuqua Development LLC.

Publix has entered advanced discussions to become part of the project, known as Madison Yards, which will include 150,000 square feet of retail (including a movie theater and grocery store), 600 residential units, 85,000 square feet of office, and townhomes.

Jeff Fuqua, who leads Fuqua Development with partner Heather Correa, said he could not comment on potential tenants for Madison Yards.

Publix, one of the country's 10 largest supermarket chains, is expanding again in metro Atlanta after several quiet years. In fact, since late 2011, Publix has opened eight stores in Georgia, the closest being in Conyers. Now, the company appears to have more focus on putting stores within intown Atlanta.

As Atlanta Business Chronicle reported in June, Houston-based Weingarten Realty Investors is in advanced talks with Publix to anchor its planned \$450 million redevelopment of the aging Atlanta Civic Center.

Publix may be eyeing areas including Decatur, according to sources. It may also be scouting Atlanta's trendy Westside, especially around the hip shops and

CONTINUED ON PAGE 16A

COVER STORY



JOANN VITELLI

Record labels on the rebound in Atlanta

A larger presence by major labels would boost Georgia's \$3.7 billion music industry.

STORY BY Phil W. Hudson, 12A

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NEWS

ARBOR PHARMACEUTICALS

Fast-growing Atlanta pharma firm aims for \$1 billion in sales

BY ELLIE HENSLEY
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Atlanta-based **Arbor Pharmaceuticals** is a fast-growing local company that just closed a \$467 million acquisition in Silicon Valley, but chances are you've never heard of it.

And CEO **Ed Schutter** likes it that way. "My focus is on building the business, not talking to the press," Schutter said.

But you can expect to hear more about Arbor. Schutter has big ambitions.

"Our goal is to get at \$1 billion in sales," Schutter says. "I think you need to spend \$200 million a year in research and development to compete with the rest of the pharma companies. That's why I say a billion a year is our target, because then we would have the resources to spend that much a year."

Arbor doesn't publicly announce its sales, but Schutter said it is poised to meet his goal within five years.

The company's latest deal will propel it toward that goal. On July 5, Arbor completed its acquisition of Santa Clara, Calif.-based **XenoPort Inc.** Formerly a public company whose stock was listed on the Nasdaq market, it posted sales of \$41 million in 2015. Its lead product is **Horizant**, a treatment for restless legs syndrome and pain associated with shingles.

"We constantly look at products to acquire and bring in," Schutter said. "XenoPort told analysts they expect [Horizant] to do \$61 [million] to \$65



Arbor Pharmaceutical just completed a \$467 million acquisition of a California pharma company.

million this year."

Arbor will shutter XenoPort's California offices within the next 90 days. The company had about 200 employees, and Arbor has brought on board 112 of its reps and a few of its employees from headquarters.

Schutter was previously president and chief operating officer of Atlanta-based **Sciele Pharma** (now **Shionogi Pharma**). He bought Arbor in March 2010 along with other investors, including **JW Asset Management** and businessman **Allen Chao**. At that point, the Raleigh, N.C.-based company had few products and less

than 20 employees, but it was its licenses Schutter and his investors were after.

"We just needed a framework, a company that had licenses to sell and distribute in all 50 states," Schutter said. "It can take you six to nine months to get all those licenses, maybe even a year. Our main reason for that acquisition was to buy that distribution network."

Since moving to Atlanta, Arbor has grown to 700 employees. About 100 of these are based at the company's headquarters in Sandy Springs, Ga., and the rest are representatives out in the field.

Arbor has grown its product portfolio

to 22 commercialized drugs, including its flagship products, **Edarbi** and **Edarbyclor**, for hypertension, and **BiDil**, a heart failure drug specifically for African-Americans.

"In a landmark study, it demonstrated a 43 percent reduction in mortality and a 39 percent reduction in hospitalizations," Schutter said. "...When they tested it in a broader population, it didn't work as well in Caucasians."

Arbor's other products include **Sklice**, the market-leading prescription treatment for lice; two products for attention-deficit hyperactivity disorder; and **Cetylev**, an acetaminophen overdose antidote. Although the company is currently developing several of its own products, it has grown mainly through acquisitions, and none have been so large as its recent acquisition of **XenoPort**.

Arbor's big acquisition made headlines, but Schutter prefers to fly under the radar.

"We generally don't do press releases unless the other partner wants us to. But [XenoPort] is a public company, so we had to."

And Schutter has no plans to take the company public any time soon.

"I like being private," he said. "My last company was public, and then the focus is on quarterly earnings. I've got very good investors and we're all aligned on what we're trying to do here, which is build a good pharmaceutical and tech company."

TERMINUS

Startup launches expansion chasing \$3B to \$5B market

BY URVAKSH KARKARIA
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Marketing software firm **Terminus** will invest \$1.5 million in an expansion that will create more than 100 jobs over the next few years.

Terminus, led by CEO and co-founder **Eric Spett**, helps marketers target, engage and grow the marketing and sales pipeline. Business-to-business marketers are growing more focused on revenue generation and want a better understanding of their strongest sales prospects.

As part of the expansion, Terminus will sublease nearly 24,000 square feet at the Terminus 100 office tower in Buckhead. The office space, currently occupied by **Premiere Global Services Inc.** (PGI), can accommodate more than 200 employees, said **Sangram Vajre**, Terminus co-founder and chief marketing officer. The new jobs will include software developers, and sales and customer support reps.

Terminus, which leases 3,000 square feet at **Atlanta Tech Village**, wanted to remain in Buckhead because of the submarket's ability to recruit young skilled talent from Atlanta's urban core and the more senior



Sangram Vajre, co-founder of Terminus, which expects to create 100 jobs.

talent who live in the northern suburbs.

Terminus raised a \$7.5 million Series A investment round in March that values the year-old startup at a reported \$20 million. Investors include **Edison Partners**, **Hyde Park Venture Partners**, **Arthur Ventures** and **Knoll Ventures**. Terminus

employs 65.

Terminus' subscription software platform focuses on "account-based" marketing, and provides a way to connect with qualified prospects so that effort isn't wasted on prospects that aren't a good fit, or unlikely to purchase.

Marketing automation software has swamped marketers with sales leads. The pain point is delivering on that pipeline by converting prospects into paying customers, Vajre said.

Less than 1 percent of leads generated by B2B marketers turn into customers and they need more ways to drive revenue, Vajre said.

"Account-based marketing helps drive revenue," he said.

Marketers using Terminus software are averaging 20 percent to 30 percent leads-to-customer conversion, the company said.

Terminus mines data from third-party providers such as **Dun & Bradstreet** to identify the right decision-makers in a prospect company a marketer needs to reach. Terminus then uses publicly available browsing history data of these decision makers to place targeted ads across digital channels (mobile, social, display

"Account-based marketing has emerged as a major category. It's a land grab we are going for."

ERIC SPETT

Terminus CEO and co-founder

and video) via integrations to more than 50 ad exchanges.

Terminus' product roadmap includes tighter integration with **Salesforce CRM** and marketing automation and predictive platforms, Vajre said.

Terminus is playing a growing market. Vajre pegs the global market Terminus is chasing to be worth \$3 billion to \$5 billion annually. Ninety two percent of B2B marketers worldwide consider account-based marketing "extremely" or "very" important to their overall marketing efforts, according to **SiriusDecisions**.

Having developed its software suite, Terminus is bulking up to gain market share.

"Account-based marketing has emerged as a major category," CEO Spett said. "It's a land grab we are going for."

NEWS

TRANSPORTATION REFERENDUM

Atlanta City Council approves new version of TSPLOST

BY DAVE WILLIAMS
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Atlanta voters will decide this fall whether to raise the city's sales tax by four-tenths of a cent to pay for transportation improvements.

The Atlanta City Council voted July 18 to back the referendum, aimed at generating nearly \$380 million during the next five years for a variety of street, sidewalk and trail projects.

Coupled with a second referendum proposing a half-penny sales tax hike to improve MARTA bus and rail service inside the city, the November ballot offers the first chance to put a dent in Atlanta's traffic congestion since voters in 10 metro counties soundly defeated a broader TSPLOST measure in 2012.

While council members amended the project list to tilt investment more toward Atlanta's south side, where infrastructure improvement historically has lagged, a significant portion of the money under the original list would be spent south of



TSPLOST projects include right-of-way acquisition and lighting along the Beltline.

Interstate 20. Indeed, three of the five most expensive street projects on the list are on the Southside.

"This is a good driver to help attract development and really balance it out between the north side and the Southside," said Councilwoman Cleta Winslow, whose district lies primarily south of I-20. "It's going to push developers who

believe in the city." The biggest-ticket projects, however, are not in the street-improvement category. The largest single item on the list is \$65.9 million that would complete right-of-way acquisition and lighting along the Atlanta Beltline, a 22-mile loop of trail and transit projects the city has been working on since early in the last decade.

"This referendum, combined with the MARTA sales tax, would provide certainty for the future transit and trails of the Atlanta Beltline," said Paul Morris, president and CEO of Atlanta BeltLine Inc. (ABI). "This funding would allow ABI to partner with corporate, philanthropic, and other governmental entities to leverage investment toward fulfillment of the Atlanta Beltline vision."

Another \$40 million would be used to improve coordination of the citywide network of traffic signals to smooth the flow of vehicles in congested areas.

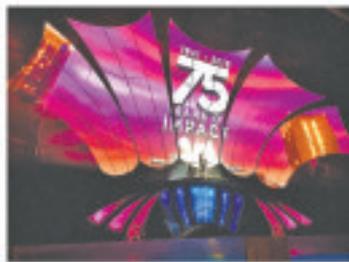
"This is an opportunity to upgrade a lot, if not all, of the major corridors in the city with new technology," said A.J. Robinson, president of Central Atlanta Progress, a downtown business organization. "We've seen through various pilot projects where this makes a big difference."

One of the more ambitious projects on the list would involve building a diverging diamond interchange at Cascade Road

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and I-285, an idea that has been adopted at several highway interchanges in metro Atlanta, starting with the I-285/Ashford-Dunwoody Road interchange in 2013.

The design allows free left turns, meaning vehicles don't cross opposing traffic. To accomplish that, motorists must briefly drive on the opposite side of the road from what is customary.

The original project list called for spending \$25 million on the proposed interchange, but council members reduced that to \$10 million to leave room for other projects. The city would either look to other sources of funding to complete the diverging diamond design or find a less expensive way to increase traffic capacity there.

The council amended the resolution shortly before the July 18 vote to put two more Southside projects on the list. The late additions call for improvements to the Cascade Springs Nature Preserve, which fits under the "multi-use trails" category of projects to be funded through the TSPLOST, and for installation of sidewalks and streetlights along a portion of Metropolitan Parkway.

The only council member who voted against the resolution, **Felicia Moore**, argued Atlanta is becoming too reliant on sales taxes. If both the TSPLOST and MARTA tax increases win approval, the city's sales tax would go to 8.9 percent, highest in the metro region.

"We're going on and on looking at sales tax as the source of revenue to fund everything," Moore said.

But Councilwoman **Yolanda Adrean** said it will be up to city voters to decide at the ballot box whether they're willing to pay higher sales taxes for smoother traffic flow.

If the TSPLOST gains approval, the tax would take effect next April 1.



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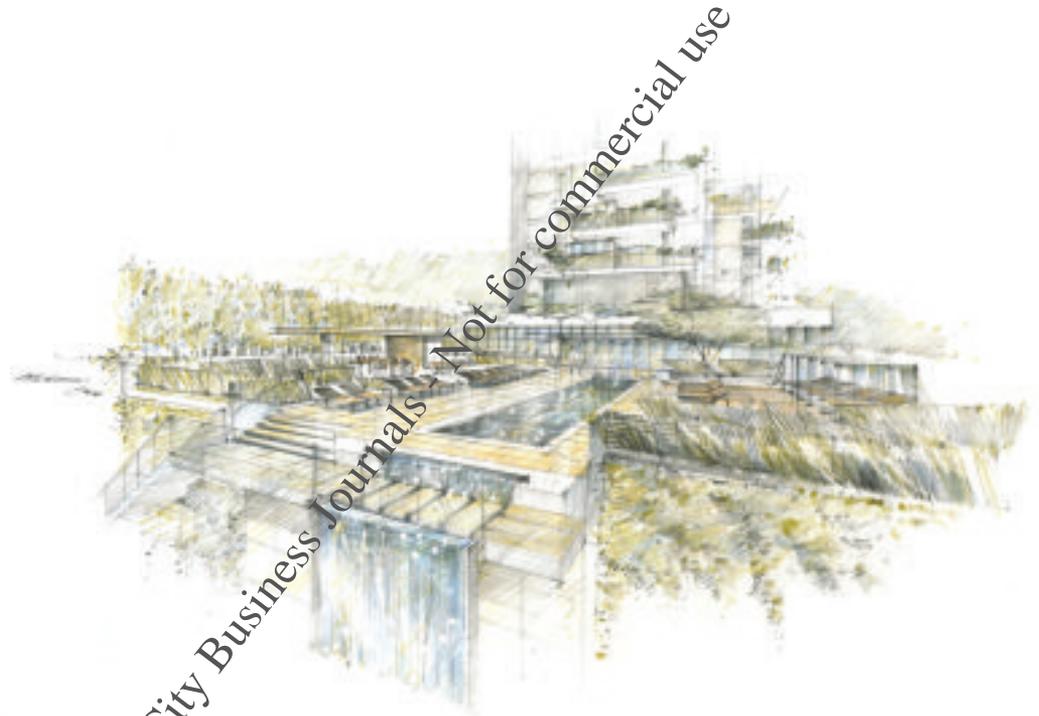
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20th anniversary of '96 Olympics

Hundreds of people attended a celebration on Saturday, June 16 at Centennial Olympic Park of the 20th anniversary of the 1996 Olympic Games in Atlanta.

On hand were Ambassador **Andrew Young**, left, and former Atlanta Olympics chief **Billy Payne**.

Mayor **Kasim Reed**, left, with former track and field athlete **Carl Lewis**.



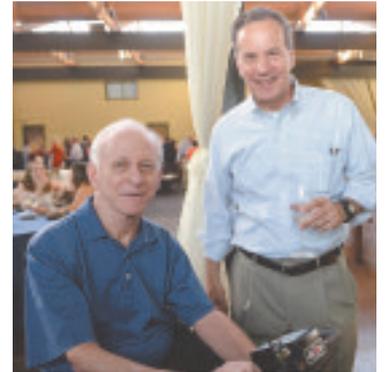
Dr. **Bill Whaley** of Georgia Cancer Specialists, from left; **A.D. Frazier**, former chief operating officer for the Atlanta Committee for the Olympic Games; and **Ann Kimbrough** of Florida A&M University.



Shepherd Center fundraiser

Shepherd Center on July 13 hosted its Summer in the City fundraiser for its SHARE Military Initiative.

On hand were **Gary Ulicny**, president and CEO of Shepherd Center, left; and Dr. **David Apple**, medical director of Shepherd Center.



Alana Shepherd, co-founder of the Shepherd Center, from left; **Courtney Dabbire** of Kilpatrick Townsend & Stockton LLP; and **Melinda Dabbire**, board member of the Shepherd Foundation.

James Shepherd, chairman of Shepherd Center, left; and **Mark Riley** of Urban Realty Partners.



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CIVIC ATLANTA

Center for Civic Innovation raises 'Mo' Money' with fun event

The Center for Civic Innovation, already known for taking an unconventional approach to solving community problems, turned a fundraising event into a comedy show.

The event on July 14 ended up transforming six civic leaders – **Bill Bolling**, **Alicia Philipp**, **Kate Atwood**, **Ayesha Khanna**, **Ann Cramer** and **Frank Fernandez** – into improv comedians (with the help of professionals.)

The theme of the evening was "Mo' Money, Mo' Problems" – which was described as "a playful spin on the woes of both raising money and giving it away."

The Center for Civic Innovation should know. It not only raises money in the community, but it gives out grants to community-based entrepreneurs – seeking to find solutions to social challenges.

The Center, based in the original Rich's building at 115 Martin Luther King Jr. Drive, also provides mentoring, workshops and programs for the public. It has been involved in fresh food initiatives for urban neighborhoods, efforts to improve the communities on the west

side of downtown as well as several other initiatives to help make our city more humane and efficient.

"This is hard work – to give a damn about the future of this city," said **Rohit Malhotra**, founder and executive director of the Center for Civic Innovation. "We know it's difficult, so it's important that we support you. It is such a diverse community here today."



Rohit Malhotra

The room of supporters included nonprofit leaders, grant recipients, entrepreneurs, civic activists and engaged citizens of all ages, races and ethnic backgrounds.

"It is so awesome that we can be in the same room and laugh together. We don't forget that we have had a pretty tough week," Malhotra said, referring to the protests and police shootings that had happened across the country. "It's been really tough for our team to pull

this off, and that's what makes our work so powerful and meaningful. People every day come over to fight the good fight."

Malhotra said the evening was a way to honor long-time community leaders, who can provide inspiration for others, and to lighten the mood with laughter.

"There are no enemies in this room," Malhotra said. "You give a damn about this city. Working together, we will make our city smarter and more equitable."

In between the comedy routines, Kate Atwood, who heads the Choose Atlanta marketing campaign for the Metro Atlanta Chamber, asked to take the floor. "I believe at this time the nation needs a leader," she said. "Atlanta is so the right city to lead. In Atlanta, equality comes with opportunity."

Then she announced that Choose Atlanta was giving the Center \$25,000 to help foster its social entrepreneurs – as long as an equal amount could be raised from the guests in attendance.

For the next 15 minutes, a free-for-all, in-person crowdsourcing ensued with people pledging gifts ranging from

\$50 to \$5,000 until another \$25,000 was raised.

Malhotra was left almost speechless.

Greenlaw's Environmental Heroes

Georgia attorney **Bobby Lee Cook** will be honored with Greenlaw's Lifetime Achievement Award for Environmental Excellence at its annual Environmental Heroes Celebration on Oct. 6 at Nelson Mullins Riley & Scarborough LLP offices in Atlantic Station.

Cook is a legendary attorney from Summerville, Ga., in Chattooga County. He has practiced law since the late 1940s, and is known for combining a sharp legal mind with a folksy demeanor. He has represented a wide variety of clients, from rural Southerners to international businessmen and corporations. A life-long advocate of environmental justice, he has fought to ensure the rights of Georgians to clean air and water, and just representation in environmental matters.

The other environmental heroes who will be honored that evening include **Nan** and **Britt Pendergrast**, and **Mindy Goldstein**.

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NEWS

RETAIL EXPERTS BRANCH OUT

New firm Revel to help create memorable retail spaces

BY AMY WENK
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Two Atlanta retail experts who were part of landmark projects including **Krog Street Market** and the redevelopment of **Underground Atlanta** are branching out on their own.

George Banks and **Kristi Rooks** have launched **Revel**, a new retail consulting and development firm that will focus on placemaking and creating great experiences. Their goal is to challenge the industry with innovative retail concepts that create “memorable, daring and unconventional places.”

Banks was formerly with **Paces Properties**, the company behind Krog Street Market, a hip food hall in Inman Park that brought top Atlanta chefs, including Chef **Ford Fry**, under one roof. Paces also is the developer of the forthcoming Atlanta Dairies project on Memorial Drive, which will combine a music venue with shopping, dining, housing and office space.

“At Paces, I kept getting calls asking about how we created Krog Street Market, which was a hard lesson to learn,” said Banks, explaining one of the impetuses for the company. “There was a light bulb moment that there was a serious



Kristi Rooks and George Banks of retail developer Revel.

demand for this.”

Rooks most recently worked as a project manager for South Carolina developer **WRS Inc.**, which has under contract Underground Atlanta and plans to redevelop it with new retail and housing.

Prior to that, Rooks worked for downtown advocacy group **Central Atlanta Progress** and helped lead their pop-up retail program that brought temporary tenants to vacant storefronts along the **Atlanta Streetcar** line.

Revel will offer services including vision plans, merchandising, branding, events, operations, leasing and development.

The whole idea is to bring to projects the cool concepts that draw people in – from food halls to pop-up shops, flea markets, music venues and more.

“The demand is absolutely there,” Rooks said. “Often in an urban setting retail is an afterthought and it shouldn’t be. It’s the front door. People are drawn to the unique – something different that exhibits good architecture, design and a sense of place.”

Banks and Rooks founded the company at a time when the retail landscape continues to evolve due to rising pressure from e-commerce sales.

Today, retail must offer shoppers a rich experience so they feel compelled to leave their keyboards and come out to play. That in turn helps drive increased occupancy of office, residential and hotel space.

For example, at **Ponce City Market** in Old Fourth Ward, the promise of amenities including access to the **Beltline**, a bike valet and a sprawling food hall packed with new concepts from top chefs, drew a surprising amount of office demand to the project. Especially since Ponce City Market was a far cry from the traditional glass office towers located along the Peachtree spine.

Today Ponce City Market has some of the highest office rents in the city, at more than \$40 per square foot.

Revel already has three projects in the pipeline. Locally, the firm is working on an adaptive reuse project in Castleberry Hill that will combine commercial and residential space in a way that’s “unlike anything else in Atlanta,” said its principals. Plus, they are doing a small food and beverage development in the suburbs.

Revel also is working on an apartment development in a gentrifying neighborhood of Charlotte, N.C. The firm is tasked with creating new amenities to serve both residents and neighbors.

Banks and Rooks shared with Atlanta Business Chronicle a host of innovative projects across the country from which they are drawing inspiration.

That list includes the Brooklyn Flea in New York City, a top attraction that brings together hundreds of furniture, vintage clothing and antiques dealers each weekend. There’s also the Texas Truck Yard in Dallas that combines a funky beer garden with a food truck park and music venue.

Other examples include: 404 Hotel, a five-room hotel with a shipping container restaurant in Nashville, Tenn.; Mixson Bath & Racquet, a hip swim and social club in Charleston, S.C.; and municipal markets such as Reading Terminal Market in Philadelphia.

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1081 AMASA LANE \$1,345,000 7BR/5Full 2half BA FMLS: 5709388 Maryanne Winchester 678.520.9922 Trey Daniels 678.613.2705	1020 ALANSON COURT \$1,295,000 4BR/4.5BA FMLS: 5636178 Trey Daniels 678.613.2705	1021 WHATLEYS MILL LANE \$1,075,000 4BR/4.5BA FMLS: 5672683 Maryanne Winchester 678.520.9922 Trey Daniels 678.613.2705	1110 AZALEA STREET \$133,500 4BR/4BA FMLS: 5534316 Jared Sapp 404.668.7233 Jen Metzger 404.218.0468	1101 APPLE ORCHARD STREET \$121,500 3BR/3BA FMLS: 5534592 Jared Sapp 404.668.7233 Jen Metzger 404.218.0468
				
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REMAKING THE AIRPORT

New 'welcome plaza' planned for Hartsfield-Jackson airport



RENDERING/ JOHN PORTMAN & ASSOCIATES INC.

An Atlanta architecture firm is rethinking the welcome experience at the world's busiest airport.

John Portman & Associates Inc. this week released conceptual renderings of a new "Welcome Plaza" at **Hartsfield-Jackson Atlanta International Airport**.

The 70,642-square-foot project would include a connection to the west side of the terminal via a pedestrian plaza

beneath a canopy, according to an email announcement from Portman & Associates.

"This pleasant covered arcade features landscaping, hardscape and water features," says the firm. "A cozy café offers indoor and outdoor seating. The plaza, which provides access to the plane train, the sky train, ground transportation and the new airport hotel, will be managed by the airport and offers the opportunity for kiosks, displays and informative exhibits to help welcome and orient city visitors. Public speaking engagements and press events can also be held in this multi-purpose space beneath dappled green glass reminiscent of Atlanta's revered tree canopy."

A spokeswoman for John Portman & Associates declined a request seeking additional information.

Renderings show the plaza would sit near a new 400-room InterContinental hotel.

The welcome plaza would be part of a much larger improvement project

at the airport.

In spring, Atlanta officials unveiled a \$6 billion, 20-year capital plan called ATLNext, which will bring big changes for the exterior of the Domestic Terminal.

Architecture firm HOK is leading the joint venture team designing a \$200 million project that will add two large canopies over the curbside pick-up and drop-off areas and redesign the central atrium space.

Other future improvements include a new sixth runway, cargo structures, a new concourse, the hotel and a travel plaza.

Management, facade changes at Perimeter hotel

A central Perimeter hotel has a new owner and management company, and is poised for a major facelift.

Atlanta-based **Davidson Hotels & Resorts** will now manage the 341-room **Atlanta Marriott Perimeter Center**.

As Atlanta Business Chronicle reported in early July, lodging giant **Host**

Hotels & Resorts (NYSE: HST) sold the property for \$68.6 million, according to DeKalb County court records. The deal closed June 23.

The buyer is an affiliate of Los Angeles, Calif.-based hotel investment firm **Integrated Capital LLC**.

Integrated Capital now plans to "make a significant additional investment to create an outstanding sense of arrival, including a full exterior modernization, physically elevating the hotel to its fullest potential," according to an announcement.

The 16-story hotel built in 1976 had in recent years completed a \$23 million interior renovation.

The Atlanta Marriott Perimeter Center is located along Perimeter Center Parkway and Interstate 285, near the Dunwoody MARTA station and **Perimeter Mall**.

It's in a rapidly urbanizing portion of Dunwoody, just down the street from where **State Farm** is building a regional headquarters to house 8,000 workers.



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COVER STORY

Sounding a positive

Epic Records' new Atlanta office could boost Georgia's \$3.7 billion music industry, bringing major record label money back after the majors left.

BY PHIL W. HUDSON
phudson@bizjournals.com

From Capricorn Records to LaFace Records, Georgia has been home to a plethora of successful record labels that have not only gained the attention of music lovers across the nation but also the ear of the major record labels.

In the 1970s, 1980s and 1990s, nearly every major national record label had a physical office in Georgia. But as the music industry has consolidated, leaving just three record labels known as "the majors" – **Universal Music Group**, **Sony Music Entertainment** and **Warner Music Group** – the Peach State's recording ecosystem has seen a major transformation, forcing most of the majors to be represented through only an imprint (a division of a larger label).

Steve Jones, CEO of the Atlanta-based independent record label **Brash Music**, said the major labels don't have offices in Georgia like they once did because they can't afford the overhead. That's due to declining CD album sales caused by the increased availability of cheaper digital alternatives, such as downloads and streaming.

But at least one major record label is beefing up its presence in Atlanta. **Epic Records** recently opened an office and studio in Atlanta. The Atlanta office will be run by **Aaron Reid**, the son of Epic Records Chairman and CEO **Antonio "L.A." Reid** and his ex-wife **Perri "Pebbles" Reid**, who once managed the girl group TLC.

The move could have a major impact on Georgia's \$3.7 billion music industry, because it will bring major record label money back after most of the majors left.

Joseph Nixon Jr., music officer with the **Mayor's Office of Film and Entertainment**, said he expects to see the other majors boost their presence in Atlanta.

"I'm actually hoping to see more of a major label presence return, because of the proposed tax incentive that is currently being worked on by **Georgia Music Partners**," he said.

Georgia Music Partners, a nonprofit



Brash Music's Steve Jones:
Major record labels don't have offices in Atlanta.

that works with **The Recording Academy - Atlanta Chapter**, wants the state to pass incentives like those that have bolstered the state's fast-growing film industry.

Jones, who worked at Warner's Atlantic Records for 26 years, said the industry was far different when he moved to Atlanta in 1988. Back then, MCA, PolyGram, RCA, Columbia, Epic and Warner all had offices here. WEA (Warner-Elektra-Atlantic), Warner's distribution

company, also had a 110,000-square-foot shipping facility off Fulton Industrial Boulevard that at any given time had \$40 million to \$50 million of inventory.

"Then in 2000, after Napster came out in '99, revenues started getting lower and lower and everybody slowly but surely left Atlanta because business was dying."

Napster was the first major music-sharing service, and it paved the way for digital downloads and streaming music.

"There was a lot of money for them [the majors] to make when we were selling CDs for \$16.99," said famed music executive and producer **Dallas Austin**. "Even if you had a joint venture, you were still making a ton of money for yourself and the label."

One of the city's most storied record labels was LaFace Records, which was founded by R&B icon **Kenneth "Babyface" Edmonds** and L.A. Reid as a joint

COVER STORY

note



Gold iPods have replaced platinum records to salute top sellers.
JOANN VITELLI



SOME CURRENT LABELS WITH OFFICES IN GEORGIA

- ▶ Atlantic Records
- ▶ Brash Music
- ▶ Grand Hustle/ Hustle Gang
- ▶ Epic Records
- ▶ Reach Records
- ▶ SBS Records
- ▶ Go So Def
- ▶ This Is American Music
- ▶ TuneCore
- ▶ Wondaland Records

Washer; and SBS Records, founded by singer-songwriter **Michelle Malone**.

"While they [independent record labels] aren't major, they act as a major sometimes (by upstreaming through the majors)," said Epic A&R manager Aaron Reid. "But what's happening is the majors are seeing how their artists are successful in markets like Atlanta so they realized we need more of a presence."

Atlanta-based **Press Reset Entertainment** CEO **Shanti Das** said most of the major labels now have only regional promotions managers in Atlanta.

"So Interscope, RCA, Universal Motown, Republic, Capitol, Epic, Def Jam, et cetera, have reps that work here but most of them work out of their home offices," said Das, who previously worked for Universal Motown Records, Columbia Records,

Sony Music and LaFace.

But not all majors are establishing satellite offices in Atlanta like Epic recently did for Sony.

"Today many smaller labels have deals with the majors..." said **Charlie Brusco**, a manager in the artist management company **Red Light Management's** Atlanta office. "With the change in how labels have been operated in the past 10 years, much of label services are outsourced in many various ways."

Aaron Reid added that while the majors are funding most of the creativity in Atlanta, they just don't have time to be in Atlanta because they are in New York and Los Angeles.

"We're here creating," said Aaron Reid, a producer himself. "We bring them the music...A lot of the beats and producers and songwriters are here in Atlanta." ❧

venture with Arista Records. LaFace is credited by many as putting Atlanta's urban music scene on the map and achieved mainstream success with artists such as TLC, Usher, OutKast and Pink.

But Austin, who worked at LaFace under L.A. Reid, is quick to point out how the shifting economics of the industry have forced the majors into wanting to make money only for themselves.

"It's all changed today because while they are still willing to take in some A&R (an industry term for talent recruiting and development), they really want the lion's share because it's so hard for them [the majors] to make money today," said

Austin, who founded the Atlanta-based record label Rowdy Records.

Since it became harder for the majors to make money, they were forced to cut overhead, which included closing their Atlanta offices, Jones said.

But when the major labels left Atlanta, it created a vacuum that allowed a number of independent and artist-founded labels to be born.

Among those are Grand Hustle, founded by rapper T.I. and **Jason Carter**; Reach Records, founded by Christian artist Lecrae and **Ben**

PREVIOUS LABELS WITH OFFICES IN GEORGIA



PHOTO ILLUSTRATION BY JAMES C. WATTS



REAL ESTATE NOTES

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MARTA EFFECT?

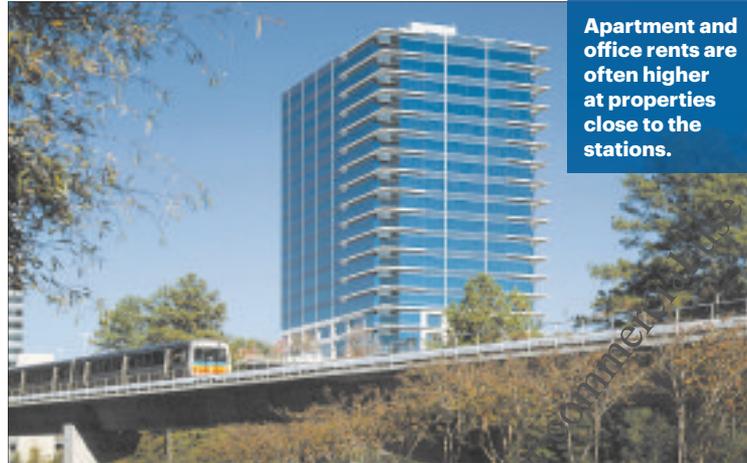
MARTA stations becoming magnets for CRE investors, developers

Lenox Square, Technology Square, the Eastside Trail – it's no surprise properties along any of those landmark Atlanta projects are enjoying higher values.

But, are Atlanta developers now seeing a "MARTA effect?"

New data from commercial real estate services company **Cushman & Wakefield** suggests apartment projects closest to existing **MARTA** stations are showing stronger rent growth and lower vacancies than the overall market in both intown and suburban areas. The average rent premium of apartment units near the transit stations is 9.8 percent. Office properties are also benefiting, though seeing less dramatic rent premiums of nearly 1 percent. Vacancy rates were also generally falling at properties closest to the MARTA stations, according to Cushman & Wakefield.

The study found MARTA stations are essentially creating their own 'micro markets,' potentially becoming a center of gravity for investors, developers and corporate offices for years to come.



Apartment and office rents are often higher at properties close to the stations.

FILE

The trend is fueling greater interest in developing mixed-use projects along the MARTA lines, from inside Atlanta all the way to the Perimeter and east toward Decatur.

"New office and residential developments being built within a quarter- to half-mile from MARTA rail stations are emerging as a cohesive whole, where someone can live in Midtown, yet work

in the Central Perimeter, and not need a car," Cushman & Wakefield said. "This is something new to Atlanta. If more Atlantans decide to give up their cars, we expect this trend to accelerate."

The findings are timely – a little more than three months before a pivotal vote that could result in a sweeping expansion of MARTA across the city. In November, Atlanta will hold a referendum to decide whether to raise the city's sales tax to fund an estimated \$2.5 billion in improvements. Those projects could include an extension of MARTA's heavy rail line along Interstate 20 and a half-dozen light rail lines – some that would connect to the Atlanta Beltline.

The study also underscores the challenge Atlanta Mayor **Kasim Reed** and MARTA will face as they support more affordable apartment projects in walking or biking distance of the transit stations.

Cushman & Wakefield looked at rent and vacancy trends at 50 million square feet of office space within a quarter-mile of MARTA stations and 30,000

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/// WOMEN WHO MEAN BUSINESS

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/// HEALTH CARE 20/20

Cobb Energy Performing Arts Centre
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/// 40 UNDER 40 AWARDS

American Spirit Works
November 3 | 6:00-9:00 P.M.

/// GROW GEORGIA SUMMIT

Cobb Energy Performing Arts Centre
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multifamily units within a half-mile. Some of the highlights:

- ▶ In Midtown, apartment projects closest to MARTA had a 4.9 percent vacancy rate compared with 7.4 percent at similar projects in the overall neighborhood, or submarket.
- ▶ In downtown, apartment rents averaged \$1,434 per unit at properties closest to the stations, though vacancy was 9.3 percent, higher than the submarket's 6 percent overall rate.
- ▶ In Buckhead, the 9,756 apartment units closest to MARTA saw \$1,571 in average effective rents versus \$1,486 for the rest of the units in the overall submarket. Office rents were just over a dollar higher per square foot at towers a quarter-mile from the stations.
- ▶ In central Perimeter cities such as Sandy Springs and Dunwoody, the more than 3,000 apartments nearest the MARTA stations had rents averaging \$1,474. They averaged \$1,226 in the market overall. Office rents were \$22.85 per square foot. Office rents near the stations were 10 percent higher, and apartment rents were 20 percent higher, than the rest of central Perimeter.

Several factors explain why transit-oriented projects are outperforming the rest of their submarkets, Cushman & Wakefield said. For one, MARTA ridership is increasing, as more residents and employees want to live and work near transit. For example, in Dunwoody, ridership (measured by the number of people who entered the stations based on Breeze Cards used) grew 2.7 percent over the first nine months of this year, according to MARTA. In Buckhead, ridership was up 4.7 percent over that same time frame.

Corporations are also anchoring new office buildings near the stations. In Dunwoody, State Farm is building its new regional campus around the MARTA station. In Buckhead, **Tishman Speyer** just landed the executive offices of fintech giant **Global Payments** at Three Alliance Center, a short walk from the MARTA station and pedestrian bridge.

"With ridership continuing to grow, businesses ... are now seeing MARTA as an essential element of their site-selection decision," Cushman & Wakefield said.

MARTA Chairman **Robbie Ashe** said he was encouraged by the study, but not necessarily surprised.

"It validates everything we've been seeing," Ashe said.

Merrill Lynch stays at Pinnacle

After considering a splashy move to Buckhead's newest office tower, **Merrill Lynch & Co. Inc.** will instead remain the anchor tenant in the affluent Atlanta neighborhood's Pinnacle building. Merrill Lynch will lease 140,000



FILE

Brookdale owns the familiar Buckhead tower.

square feet in the 22-story Pinnacle, a fixture on the Buckhead skyline for years.

Merrill Lynch will take an additional 25,000 square feet, or basically another floor, as part of its new long-term lease. The lease is valued at close to \$40 million, excluding concessions and escalation, according to people familiar with the deal.

The term is approximately 10 years. The financial services giant flirted with the idea of moving to the new 30-story Three Alliance Center, which real estate company Tishman Speyer is developing overlooking Georgia 400 and the luxury mall Phipps Plaza.

Merrill Lynch could have joined fintech **Global Payments Inc.**, which Tishman Speyer appears to have landed at Three Alliance Center. The lease is still in the works, but Atlanta officials have already signed off on incentives to encourage Global Payments to make the move into town from the suburbs.

Big banks, under greater scrutiny from the Federal Reserve's annual stress tests, have been more cost-conscious. For Merrill Lynch - owned by Bank of America Corp. - renewing at Pinnacle was probably less expensive in the long run than moving to a new Buckhead office tower.

At 140,000 square feet, Merrill Lynch completed one of the largest leases in Atlanta's office market this year. A **Jones Lang LaSalle Inc.** (JLL) team of **Brannan Moss** and **Josh Hirsh** represented Merrill Lynch in lease negotiations. **Preston Menning**, **Sonia Winfield** and **Glenn Kolker** represented the landlord.

Atlanta real estate investment firm **The Brookdale Group LLC** owns Pinnacle, one of a handful of Buckhead office towers with truly distinctive architecture. Designed by architect **Jon Pickard**, the building's best-known feature is its sail-like top, which was meant to help it stand out from Buckhead's other, more traditional reflective glass office towers.

Atlanta rents on historic run

Office landlords are enjoying the longest stretch of rent growth in Atlanta's history, according to new data from **CBRE Inc.**

The stats date back to 1988. And, it gets more impressive.

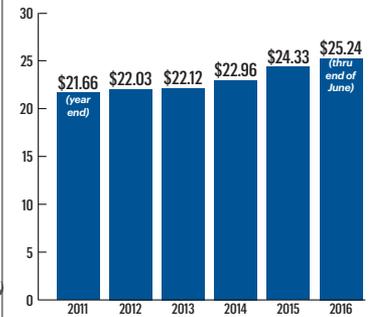
In fact, class A rates in the central Perimeter have jumped 24 percent to \$26.92. That happened over just the past four years. Buckhead rates (up 17 percent) and Midtown (up 15 percent) also climbed significantly during that same period.

It's a remarkable trend because for much of Atlanta's history rent growth was flat. And yet, "Developers have been slow to respond," says **Dan Wagner**, Southeast research manager with CBRE.

The construction under way on 1.5 million square feet of new office buildings pales in comparison to the 5 million square feet of space delivered during the last development cycle, Wagner says.

The reasons - elevated costs of construction and a more challenging

METRO ATLANTA CLASS A OFFICE RENTS



SOURCE: CBRE INC.

lending environment, among others.

Asking rents for newly delivered class A space will approach \$45 per square foot. That, Wagner said, amounts to "sticker shock for tenants accustomed to leasing space in the mid- to upper-\$30 range in Buckhead."

It also looks, at least for a while, like the landlord market is here to stay. "Atlanta has reached a 'new normal' in terms of asking rent," Wagner said.

Tyler Perry puts old studio on market

More than a year after Atlanta-based filmmaker **Tyler Perry** announced he would sell his former studio southwest of the city, the property has finally hit the market.

Perry is seeking at least \$25 million for the nearly 57-acre site at 3133 Continental Colony Parkway, which includes five sound stages, offices, production and post-production space, and a café and gym.

An **NAI Brannen Goddard** team will represent Perry in negotiations. A deal could close by the end of the year.

Perry took longer to bring his old studio to the market than some expected. In May 2015, Tyler Perry Studios President **Ozzie Areu** announced in an email to local members of the industry that Perry was selling the studio, but at that time the prolific writer, director and producer



SPECIAL

of hits like the *Madea* franchise was also in the midst of a much larger deal.

Perry was buying 330 acres at Atlanta's former Fort McPherson army base, where he has since been developing a much larger studio that will include up to 16 sound stages.

Perry paid about \$30 million for the Fort Mac project. Some thought he got a steal.



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NEWS

PUBLIX CONTINUED FROM PAGE 1A

restaurants along Howell Mill Road. Publix spokeswoman **Brenda Reid** said the company could only confirm signed leases. The grocer has one such lease for an intown Atlanta store – a long-planned Publix on Moores Mill Road in west Buckhead that's now under construction after a decade of delays.

Publix's renewed interest in Atlanta comes as several other grocery chains have exploded with new stores.

According to sources, Publix was more focused on growing its stores in the Carolinas and Tennessee in recent years. But now, it has brought on a new real estate manager for metro Atlanta, **Bridgid O'Connor**, who is scouting sites.

Meanwhile, Publix has competition for prime intown locations including the Beltline. **The Kroger Co.** has made significant new investments, most recently opening a 118,000-square-foot store at Fuqua Development's Glenwood Place project.

Kroger is also under construction on a new store near Lindbergh City Center. And, it plans to remake its store on Ponce de Leon Avenue as part of a \$140 million office project called 725 Ponce.

Its Glenwood, Lindbergh and Ponce de Leon stores are each in walking distance of the Beltline, the 22-mile loop of abandoned railroad around the city that's being converted into an all-purpose trail



Publix is in talks for a store that would anchor Fuqua Development's Madison Yards project on Memorial Drive.

RENDERING/SPECIAL

lined with mixed-use developments.

Kroger also is said to be in talks with **WRS Inc.**, the hopeful redeveloper of **Underground Atlanta**, to bring a new store to downtown Atlanta.

Whole Foods Market also has been growing its intown stores. Construction is underway on a flagship Whole Foods at 14th and West Peachtree streets in Midtown, as well as a new store near the Chamblee MARTA station.

And, Whole Foods is bringing its new, more affordable **365** By Whole Foods Market concept to the market, with the first store announced for Decatur.

Other specialty grocers have come into the market in recent years, including **Sprouts Farmers Market** and **Earth Fare**.

It all adds up to the largest expansion of grocery stores in metro Atlanta since the 1990s.

With all the expansion, Publix now is

trying to keep its market share in Atlanta, say some retail experts.

"Publix, I think, is reading the demographic shifts in Atlanta correctly," said **John Bemis**, Atlanta retail market leader for real estate services giant **Jones Lang LaSalle Inc.** "The areas they are looking to expand into are rapidly growing. The intown market has certainly changed dramatically."



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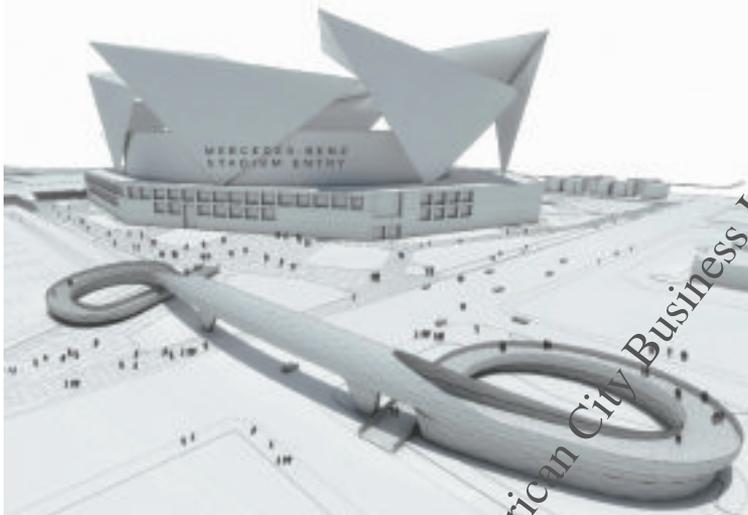
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WALK OVER NORTHSIDE

Atlanta City Council OKs pedestrian bridge near Mercedes-Benz Stadium



RENDERINGS/SPECIAL

The Atlanta City Council has given the green light to the construction of a pedestrian bridge over Northside Drive. The 110-foot-long, 15-foot-tall span will connect the Vine City MARTA station to the new Mercedes-Benz Stadium, which will become the home of the Atlanta Falcons when it opens next year.

During a brief debate July 18 on the \$12.9 million project, Councilwoman Felicia Moore questioned the use of public money to benefit the stadium, a private project.

But Councilman Ivory Lee Young Jr., chief sponsor of the resolution authorizing the work, said the bridge will help MARTA passengers disembarking at the Vine City station get to other attractions in the Centennial Olympic Park area, not just the stadium.

"It's a misnomer to say the bridge supports the stadium," Young said. "It supports the stadium, a [planned] 800-room hotel, the Georgia World Congress Center and Centennial Olympic Park."

The council passed the resolution

12-1, with Moore voting "no."

The contract for the work was awarded to Tucker-based Sunbelt Structures Inc.

Georgia partnering with South Carolina on bridge, road project

Georgia is working with South Carolina on a \$75 million project to replace several bridges near Augusta and build additional lanes on Interstate 20 on both sides of the Savannah River.

The bridges will be on I-20 crossing the river and the Augusta Canal, providing three lanes of travel in each direction and an emergency pull-off area. I-20 will be widened from four to six lanes from River Watch Parkway in Georgia to West Martintown Road in South Carolina.

"The replacement of both bridges is critical to the safe movement of goods and people to and from both states," said Russell McMurry, commissioner of the Georgia Department of Transportation. "Due to economic growth on both sides of the river, it is imperative that

the bridge infrastructure meet modern demands, and so we are eager to work with South Carolina to move this project forward."

The project is scheduled to be put out to bid in the fall of 2018.

Atlanta, APS square off over annexations in Georgia Supreme Court

A local law the General Assembly enacted in 1986 governing annexations by Atlanta is unconstitutional because it altered a 1950 amendment to Georgia's Constitution, a lawyer representing the city argued July 18.

Under the 1950 amendment, any "school property" within an area annexed by the city of Atlanta would become city property. Robbie Ashe told the Georgia Supreme Court. However, the 1986 law provided that school property in annexed areas would belong to Atlanta Public Schools, he said.

"The city and [the school system] are two different entities," Ashe said.

Atlanta is attempting to have the 1986 law ruled unconstitutional as the city pursues several annexations of communities in unincorporated Fulton County.

The city filed a lawsuit against APS in Fulton County Superior Court last year to determine whether the school district's boundaries would automatically expand if those annexations are approved. The answer to that question will determine where children living in those areas go to school and what their parents' property taxes would be.

Phillip McKinney, the lawyer representing APS, said the 1986 law should be declared valid because, even though it changed the government entity that would own school property in annexed areas, it did so only because the city and school system were legally separated in 1973. At the time the amendment was enacted in 1950, the city controlled the school system.

"The intent of both [the 1950 constitutional amendment and 1986 law] was that school property would go with the entity that runs the schools," McKinney said.

McKinney also argued that APS, as a government entity, is protected from lawsuits by the legal doctrine of "sovereign immunity."

But Ashe countered that the sovereign immunity defense does not apply in cases where a lawsuit challenges the legality of a legislative act.

Southern Co. buys half of Southern Natural Gas pipeline system

In another sign of its growing interest in natural gas, Southern Co. has acquired a 50 percent stake in a 7,600-mile pipeline system operated by Southern Natural

"This transaction is consistent with the infrastructure development strategy we have discussed for well over a year."

TOM FANNING
CHAIRMAN, PRESIDENT AND CEO,
SOUTHERN CO.

Gas (SNG), a deal worth \$1.47 billion.

Houston-based SNG parent Kinder Morgan Inc. will continue operating the system, which connects natural gas supply basins in Texas, Louisiana, Mississippi, Alabama and the Gulf of Mexico to markets in Georgia, South Carolina, Tennessee, Florida, Alabama, Mississippi and Louisiana.

"This transaction is consistent with the infrastructure development strategy we have discussed for well over a year," said Tom Fanning, chairman, president and CEO of Atlanta-based Southern. "Our new ownership stake in SNG will position Southern Co. for future growth opportunities and enhanced access to natural gas, which are expected to benefit customers and investors alike."

Fanning also cited Southern's merger with AGL Resources Inc., finalized July 1, as part of Southern's commitment to gas.

The companies expect to close on the transaction during the third quarter or early fourth quarter of this year.

Georgia Chief Justice Hugh Thompson stepping down

Gov. Nathan Deal will get plenty of opportunities to appoint justices to the Georgia Supreme Court before he leaves office at the beginning of 2019.

Chief Justice Hugh P. Thompson announced July 19 that he plans to leave the bench in January after the swearing in of a new chief justice.

"We will have two new justices coming aboard in January as our court grows from seven to nine justices," said Thompson, 73, whose four-year term as chief justice ends in August 2017. "I believe that selecting my successor so he or she can start at the same time will make for a smoother transition."

Thompson said he also wants to fulfill a promise he made to Presiding Justice P. Harris Hines to give Hines more time as chief justice before his retirement in 2018.

Thompson was appointed to the state Supreme Court in 1994 by then-Gov. Zell Miller, the culmination of 45 years on the bench.

"It has been the fulfillment of my dreams," Thompson said. "I have loved every minute of it."



TECH FLASH

Reporter Urvaksh Karkaria covers technology

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FINTECH

Payments firm moving U.S. headquarters from Chicago to Atlanta

Manchester, England-based consulting firm **CMS Payments Intelligence Inc.** has picked Atlanta as its North American headquarters.

CMSpi helps retail chains improve the acceptance and processing of consumer payments, and lower cash and card payment costs. Clients include Abercrombie & Fitch, Domino's, ExxonMobil, Jack in the Box, Marriott Hotels, McDonald's, Red Lobster, Starbucks and Subway.

The 20-year-old company is betting its future on the U.S. market, which is four times the size of that in the U.K., said

Matthew Shaw, a CMSpi vice president.



Matthew Shaw

"We see the U.S. as our main base of operations in the future," Shaw said. "We see the potential in the U.S. to be much larger than in the U.K."

The U.S. market is expected to account for about

40 percent of CMSpi's annual revenue this year, Shaw said.

CMSpi, which relocated its U.S. headquarters from Chicago, also considered several cities including New York, Orlando, Houston, San Diego and San Francisco.

A globally connected airport and mild winters made Atlanta a natural choice for the U.K.-based firm.

"Chicago gets some pretty severe weather in the wintertime," Shaw said. "We found it difficult to get in and out of the city."

Atlanta's robust financial services and payments industry cluster also gives CMSpi a deep pool of skilled talent to recruit from, Shaw said.

Indeed. More than 70 percent of all U.S. payments are processed in Georgia's "Transaction Alley," according to the **American Transaction Processors Coalition**. More than 60 percent of the industry's companies, including **WorldPay US**, **NCR Corp.** (NYSE: NCR), **Equifax** and **Global Payments** (NYSE: GPN)

are based in metro Atlanta.

CMSpi employs about 40, most of them in the United Kingdom.

Ingo Money raises \$4 million

Atlanta-based financial technology company **Ingo Money** has raised \$4 million, according to a Securities & Exchange Commission filing.

Ingo provides risk-management services to financial institutions, such as banks and payment networks.

Ingo, launched in 2001 and formerly named Chexar, has raised \$22.5 million so far. Investors include Baltimore-based Camden Partners, Philadelphia-based MissionOG, and Bethesda, Md.-based CNF Investments.

Ingo, which expects revenue of about \$22 million in 2016, will invest the \$4 million in product development and sales and marketing.

The company, which employs 150, plans to add up to 50 jobs in the next couple years.

Ingo's automated approval technology

and risk assessment teams provide banks the ability to offer their customers instant deposit and check-cashing options.

"Checks are slow, and cumbersome, and expensive for customers," Ingo General Counsel **Rusty Pickering** said. "We are taking the check, which is a conditional promise to pay, and turning it into immediate, guaranteed funds."



Rusty Pickering

Ingo's algorithms decide, in real time, whether or not it's a safe risk for a customer bank to accept a check.

Ingo also offers software that allows consumers to cash checks via mobile phones. The mobile check-cashing product accounts for about 25 percent of the company's revenue, Pickering said.

THIS WEEK ON ATLANTA BUSINESS CHRONICLE'S SUNDAYS AT 11AM ON



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1 TOP LOCAL BUSINESS STORIES OF THE WEEK



EXECUTIVE PROFILE: Rick Smith

He's head of one of the nation's top credit reporting agencies. But Rick Smith, Chairman and CEO of Equifax, Inc., has a vision for taking the Atlanta-based company far beyond tracking consumers' ability to handle debt. His focus, new markets, product innovation and retooling the company for a 21st century business world.

3 BY THE NUMBERS

Market Brief: Atlanta's Rental Market

The Cost of Healthcare in Georgia

4 WHAT'S GOING ON NEXT WEEK FOR ATLANTA BUSINESS

WITH HOST CRYSTAL EDMONSON



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ATLANTA'S 25 LARGEST EMPLOYERS

RANKED BY NUMBER OF FULL-TIME EMPLOYEES IN ATLANTA

Employer Website / Prior rank	Address Phone	Full-time Atlanta employees as of Dec. 31, 2015 ¹	Full-time Georgia employees as of Dec. 31, 2015 ¹	Full-time employees companywide as of Dec. 31, 2015	Headquarters Company type	Chief Atlanta officer(s)	Year est. in Atlanta
1 Delta Air Lines Inc. delta.com ⁽¹⁾	P.O. Box 20706, Atlanta, GA 30320 404-715-2600	30,813	31,028	78,763	Atlanta public (NYSE: DAL)	Ed Bastian	1941
2 Emory University emory.edu ⁽²⁾	201 Dowman Dr., Atlanta, GA 30322 404-727-6123	24,535	25,036	25,349	Atlanta private university	James Wagner ²	1915
3 Gwinnett County Public Schools gwinnett.k12.ga.us ⁽³⁾	437 Old Peachtree Rd. N.W., Suwanee, GA 30024 678-301-6000	20,770	20,770	20,770	Suwanee, Ga. public school system	J. Alvin Wilbanks	1871
4 United Parcel Service Inc. ups.com ⁽⁴⁾	55 Glenlake Pkwy. N.E., Atlanta, GA 30028 404-828-6000	15,252	19,067	444,000	Atlanta public (NYSE: UPS)	David Abney	1966
5 WellStar Health System Inc. wellstar.org ⁽⁵⁾	793 Sawyer Rd., Marietta, GA 30062 770-792-7600	14,500	14,500	14,500	Marietta, Ga. hospital / health care system	Candice Saunders	1993
6 Cobb County School District cobbk12.org ⁽⁶⁾	514 Glover St., Marietta, GA 30060 770-426-3300	13,998	13,998	13,998	Marietta, Ga. public school system	Chris Ragsdale	1885
7 Emory Healthcare emoryhealthcare.org ^(*)	1440 Clifton Rd., Atlanta, GA 30322 404-778-7777	12,166	12,214	12,214	Atlanta hospital / health care system	Dr. Jonathan Lewin	1997
8 Fulton County Schools fultonschools.org ^(*)	6201 Powers Ferry Rd., Atlanta, GA 30339 470-254-3600	12,000	12,000	12,000	Atlanta public school system	Jeffrey Rose	1871
9 Northside Hospital Inc. northside.com ⁽⁹⁾	1000 Johnson Ferry Rd. N.E., Atlanta, GA 30342 404-851-8000	10,973	10,973	13,746	Atlanta hospital / health care system	Bob Quattrocchi Tina Wakim Deborah Mitcham	1970
10 Publix Super Markets Inc., Atlanta Division publix.com ⁽⁸⁾	2600 Delk Rd., Marietta, GA 30067 770-952-6601	10,022	12,019	78,630	Lakeland, Fla. private	Joe DiBenedetto	1992
11 The Home Depot Inc. homedepot.com ⁽¹²⁾	2455 Paces Ferry Rd. N.W., Atlanta, GA 30339 770-433-8211	10,000	20,780	385,000	Atlanta public (NYSE: HD)	Craig Meneer	1978
12 Piedmont Healthcare piedmont.org ⁽⁷⁾	1800 Howell Mill Rd., Atlanta, GA 30318 404-425-1301	9,308	9,837	9,845	Atlanta hospital / health care system	Kevin Brown	1905
13 Georgia Institute of Technology gatech.edu ⁽⁹⁾	225 North Ave. N.W., Atlanta, GA 30332 404-894-2000	8,962	8,971	9,037	Atlanta public university	G.P. "Bud" Peterson	1885
14 Cox Enterprises Inc. coxenterprises.com ⁽¹³⁾	6205 Peachtree-Dunwoody Rd., Atlanta, GA 30328 678-645-0000	8,769	8,420	55,000	Atlanta private	John Dyer Jim Kennedy Dallas Clement	1939
15 Children's Healthcare of Atlanta choa.org ⁽¹¹⁾	1600 Tullie Cir., Atlanta, GA 30329 404-785-5437	6,801	6,801	6,801	Atlanta hospital / health care system	Donna Hyland	1998
16 State Farm, Southeastern Market Area statefarm.com ⁽¹⁵⁾	236 Perimeter Center Pkwy., Dunwoody, GA 30346 770-418-5000	6,200	NA	65,000	Bloomington, Ill. private	Michael Tipsord	1934
17 SunTrust Banks Inc. suntrust.com ⁽¹⁷⁾	303 Peachtree St. N.E., Atlanta, GA 30308 404-569-7711	5,989	7,354	24,043	Atlanta public (NYSE: STI)	William Rogers Jr.	1891
18 Northeast Georgia Health System nghs.com ⁽²⁴⁾	142 Spring St. N.E., Gainesville, GA 30501 770-219-9000	5,551	5,728	5,728	Gainesville, Ga. hospital / health care system	Carol Burrell	1951
19 Turner Broadcasting System Inc. turner.com ⁽¹⁸⁾	1050 Techwood Dr. N.W., Atlanta, GA 30318 404-827-1700	5,421	5,424	12,295	Atlanta public (NYSE: TWX); a part of Time Warner Co.	John Martin	1970
20 Lockheed Martin Aeronautics Co. lockheedmartin.com ⁽¹⁵⁾	86 S. Cobb Dr., Marietta, GA 30063 770-494-5350	5,200	5,200	24,000	Fort Worth, Texas public (NYSE: LMT)	George Schultz	1951
21 Gwinnett County Government gwinnettcounty.com ⁽²¹⁾	75 Langley Dr., Lawrenceville, GA 30046 770-822-8000	4,459	4,459	4,459	Lawrenceville, Ga. government county	Charlotte Nash Glenn Stephens	1818
22 Grady Health System gradyhealth.org ⁽²²⁾	80 Jesse Hill Jr. Dr. S.E., Atlanta, GA 30303 404-616-1000	4,381	4,381	4,381	Atlanta hospital / health care system	John Hauptert Dr. Robert Jansen	1892
23 Metropolitan Atlanta Rapid Transit Authority (MARTA) itsmarta.com ⁽²³⁾	2424 Piedmont Rd. N.E., Atlanta, GA 30324 404-848-4519	4,301	4,301	4,301	Atlanta government agency	Keith Parker	1965
24 Wells Fargo & Co. wellsfargo.com ⁽¹⁶⁾	171 17th St. N.W., #100 Atlanta, GA 30363 404-214-6120	4,253	5,571	259,238	San Francisco public (NYSE: WFC)	Mike Donnelly David Edmiston	1879
25 Georgia State University gsu.edu ⁽²⁴⁾	33 Gilmer St., Atlanta, GA 30302 404-413-2000	3,926	3,926	3,926	Atlanta public university	Mark Becker	1913

¹ As of Dec. 31, 2015. This date is consistent with previous years and, therefore, may assist in tracking any trends.
² Claire Sterk will become the 20th president of Emory University on September 1, 2016.

* Not ranked or not relevant
NA - Not available or not applicable

AT&T Inc. and Wal-Mart Stores Inc. qualify for this list but did not respond to survey requests.

SOURCES: Atlanta Business Chronicle research and the companies

It is not the intent of this list to endorse the participants or imply that the size of a company indicates its quality. All information is based on responses to Atlanta Business Chronicle surveys. Please send corrections or additions to Courtney O'Neal at coneal@bizjournals.com.

NEWS

INVESTING CONTINUED FROM PAGE 1A

fundraising cycle.

The mantra of growth at any cost is being tempered, while the model to profitability is being accelerated. "A lot of investors are very keen on understanding when a company will go from loss making, to break even, to being profitable," said **John Nee**, partner in PwC's Atlanta technology practice. "Every one of my clients has a plan in place to improve profitability, which includes a tightening of the belt with respect to cost."

Venture investing is taking a hit as initial public stock offering and merger and acquisition markets sputter. The payout for venture fund investors is when the portfolio company is either acquired or goes public. The number of VC-backed IPOs in the second quarter fell more than 55 percent compared with the same period last year, while M&A deals dipped about 9 percent.

2016 is a "return to normalcy," Nee said. Consider this: \$837 million in venture dollars was invested in Georgia companies in 2015. Typically, \$350 million to \$400 million is invested in Georgia annually, Nee said. Venture investors are also being more selective in the companies they back. In the first six months of this year, 26 deals were done in Georgia, compared with 72 for all of 2015.

Several startups are reducing their spending in preparation for a harsher fundraising climate, said **Jon Hallett**, a local early stage investor. "I've witnessed some operating sloppiness due to somewhat easy capital over the last few years, and the tighter capital markets are reinforcing the value of discipline," Hallett said. "Within my portfolio, my advice ... is to invest heavily where there is a high return and to quickly scale back when strategies don't work."

In April, software firm **Cardlytics Inc.** laid off about 15 percent of its workforce – or about 50 jobs – as part of a restructuring. The company has raised more than \$170 million in venture funding and is reportedly eyeing an IPO. "We are restructuring our organization to align to the most high-impact activities," Cardlytics CEO **Scott Grimes** said in a statement at the time. "...Our new organizational structure reflects a focus on the most impactful priorities that will put us on a faster path to profitability."

To prepare for a harsher business cycle, Atlanta marketing analytics startup **Converge** is diversifying its client base. "We had been pretty concentrated into several enterprise clients, and are working with more, smaller agency clients with a slightly evolved version of our product," CEO **Rob Kischuk** said.

Salesfusion is trimming spending and eliminated some sales positions. The marketing automation firm raised \$5 million last year – the final tranche of a nearly \$13.5 million Series B investment.

"(CEO **Carol O'Kelley**) is repositioning the workforce to operate more efficiently," said Hallett, an investor and Salesfusion chairman. "The sales people in question were part of an experimental model...to augment our sales model, and the yield wasn't what we expected, so we

VENTURE DOLLARS INVESTED IN GEORGIA COMPANIES

In the second quarter of 2016 were at their lowest since Q2 2012

Q2	Investment	Deals
2016	\$117,246,100	11
2015	\$206,876,000	18
2014	\$132,754,200	19
2013	\$129,592,100	13
2012	\$54,123,100	15

SOURCE: MONEYTREE REPORT

cut it back."

Ionic Security raised \$45 million Series D late last year even though the company didn't have an urgent need for it. Loading up while the capital was readily available, CEO **Adam Ghetti** said, gives the cybersecurity firm the financial dry powder to weather a downturn.

"We saw market conditions changing," Ghetti said. "I was hearing more stories from good entrepreneurs telling me that it was harder for them to finance their business when they were out raising money."

Tech company valuations are down on average 20 percent from last year, Ghetti said. "Capital has gotten more discerning," he said. "Companies need to get used to showing a lot more data-driven metrics. You are not going to be able to do a FOM type (fear of missing out) of investor pitching," where certain startups pit VC firms against each other in an effort to drive up the valuation.

In October, Atlanta fintech **Kabbage** announced a \$135 million Series E investment at a reported \$1 billion valuation. The company raised more than it needed in anticipation of a tighter capital markets, Kabbage corporate development chief **Kevin Phillips** told Business Insider last



BYRON E. SMALL

CEO Adam Ghetti says Ionic Security has money to weather a downturn.

year. "Capital markets are tightening up and the spread on capital markets is widening," Phillips said at the time. "When we look at the budget scenario for next year, one situation says it's puppy dogs and rainbows, and the other situation says it's getting chilly out there, and we are prepared to move from one to the other."

If companies try to grow "super fast," they can be capital-inefficient, said Mark Buffington, managing director at BIP Capital. "We've assessed our entire portfolio in the past few months and we've gone to folks and told them to tighten their belts in areas and to make sure they are ready for any kind of future headwinds."

In addition to capital-supply constraints, Buffington points to macro-economic headwinds. "We are long on the tooth in an economic recovery, we've got a presidential election cycle coming up," he said. "That tends to affect growth opportunities and the way people spend money."

Startups, even well-performing and funded ones, are hunkering down and trading some growth for capital and operating efficiency.

"Businesses are recalibrating their growth trajectory to do well with the balance sheet they have," Hallett said. "Boards are saying 'We don't know what the climate is going to be like, it feels like things are slowing down. So, if you can run your business more efficiently, even if it means you might grow a little less quickly, do that until we know the (investing) climate has changed.'"

Tech companies today need to show double the revenue to raise the same amount of private capital, compared with a few years ago, serial investor **David Cummings** said.

"Before, startups were raising capital at 10 times or 15 times recurring revenues," Cummings said. "Now, they are having to raise money at 5 times or 10 times recurring revenues."

The lofty valuations high-flying tech companies once boasted about are turning out to be albatrosses. Atlanta startups **have raised venture capital** at, or close to, \$500 million valuations.

Companies are having to grow into their valuations before they can raise more capital. "Startups are laying off people because they need to cut their burn rate so that they can stretch their funding for longer and have more time to grow into their valuation," Cummings said.

The substantial increase in new funds raised, in Georgia and nationally, concerns tech attorney **Jeffrey Leavitt**. More than \$300 million in new venture funds have been announced or raised by Atlanta investors in the past few years.

"There are only so many good startups to invest in each quarter," Leavitt said. "New funds with too much capital will start chasing too many companies which will help funding in the short term, but risk another period of valuation inflection and possibly a more powerful correction down the road."



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THE LIST

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ATLANTA'S 10 LARGEST TECHNOLOGY EMPLOYERS

RANKED BY NUMBER OF FULL-TIME EMPLOYEES IN ATLANTA

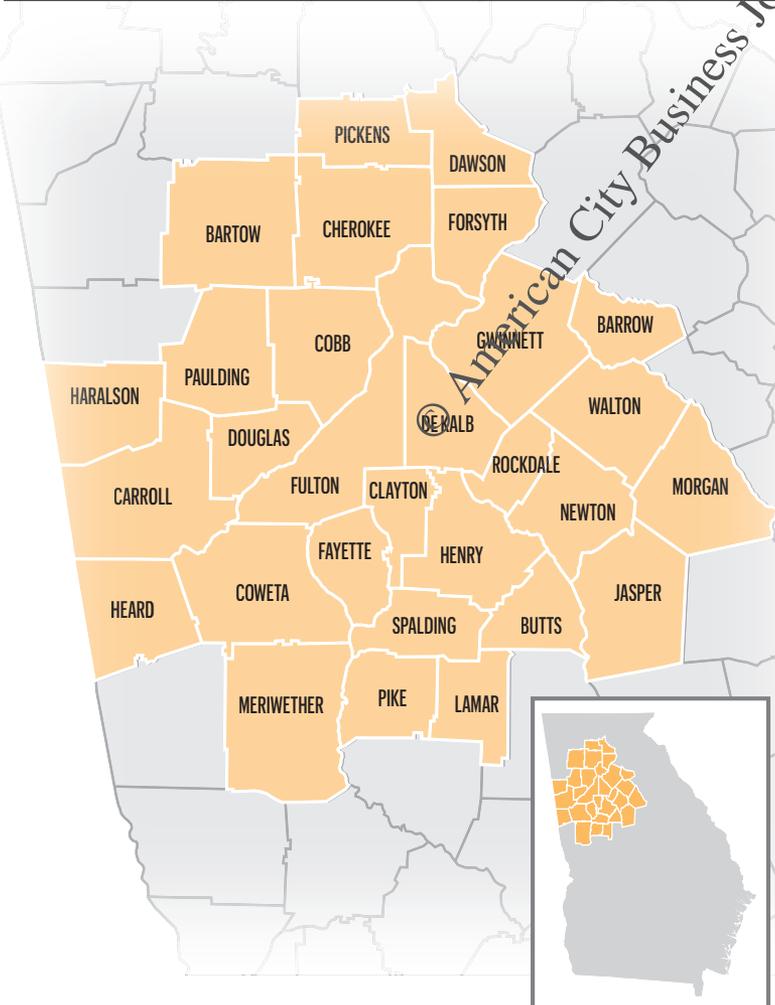
Rank	Employer Website	Address Phone	Full-time Atlanta employees as of Dec. 31, 2015 ¹	Full-time Georgia employees as of Dec. 31, 2015 ¹	Brief description of services or operations	Headquarters Company type	Chief Atlanta officer(s)	Year est. in Atlanta
1	Lockheed Martin Aeronautics Co. lockheedmartin.com	86 S. Cobb Dr., Marietta, GA 30063 770-494-5350	5,200	5,200	military aircraft manufacturing; sustainment and modernization	Fort Worth, Texas public (NYSE: LMT)	George Schultz	1951
2	McKesson Corp. mckesson.com	5995 Windward Pkwy., Alpharetta, GA 30005 404-338-6000	3,456	3,456	health care software, automation and consulting to hospitals, physician offices, imaging centers, and home health care	San Francisco public (NYSE: MCK)	Patrick Blake Robert Hendricks	2000
3	General Electric Co. ge.com	4200 Wildwood Pkwy., Atlanta, GA 30339 678-844-6000	2,400	NA	GE Energy Management headquarters; GE Power & Water, GE Oil & Gas, GE Transportation and GE Capital operations	Fairfield, Conn. public (NYSE: GE)	Mark Begor Lee Cooper Jack Wen	1998
4	Accenture Plc accenture.com	75 5th St. N.W., #1100 Atlanta, GA 30308 678-657-8000	2,147	2,147	multinational management consulting, digital, technology and operations services	Dublin, Ireland public (NYSE: ACN)	James Etheredge	1989
5	Equifax Inc. equifax.com	1550 Peachtree St. N.W., Atlanta, GA 30309 404-885-8000	2,000	NA	consumer credit reporting agency; credit and financial services	Atlanta public (NYSE: EFX)	Richard Smith	1899
6	Fiserv Inc. fiserv.com	2900 Westside Pkwy., Alpharetta, GA 30004 678-375-5200	1,937	1,937	processing and risk and compliance services; customer and channel management	Brookfield, Wis. public (NASDAQ: FISV)	Kevin Pennington	2007
7	LexisNexis Risk Solutions lexisnexis.com/risk	1000 Alderman Dr., Alpharetta, GA 30005 678-694-6000	1,410	1,410	data and analytic services and technology for businesses and organizations across various industries	Alpharetta, Ga. public (NYSE: RUK); owned by RELX Group Plc	Vijay Raghavan	1997
8	Macy's Systems and Technology macys.com	5985 State Bridge Rd., Johns Creek, GA 30097 678-474-2000	1,396	1,396	systems and technology development and support for Macy's and Bloomingdale's locations nationwide and online	Cincinnati; New York public (NYSE: M)	Brian Leinbach	1985
9	VMware AirWatch air-watch.com	1155 Perimeter Center W., #100 Atlanta, GA 30338 404-478-7500	1,248	1,331	enterprise mobility management services	Atlanta (AirWatch); Palo Alto, Calif. (VMware) public (NYSE: VMW)	Noah Wasmer	2003
10	Manhattan Associates Inc. manh.com	2300 Windy Ridge Pkwy., 10th FL Atlanta, GA 30339 770-955-7070	1,219	1,224	supply chain management software provider	Atlanta public (NASDAQ: MANH)	Eddie Capel Linda Pinne Sanjeev Siotia	1995

¹ As of Dec. 31, 2015. This date is consistent with previous years and, therefore, may assist in tracking any trends.
NA - Not available or not applicable

SOURCES: Atlanta Business Chronicle research and the companies

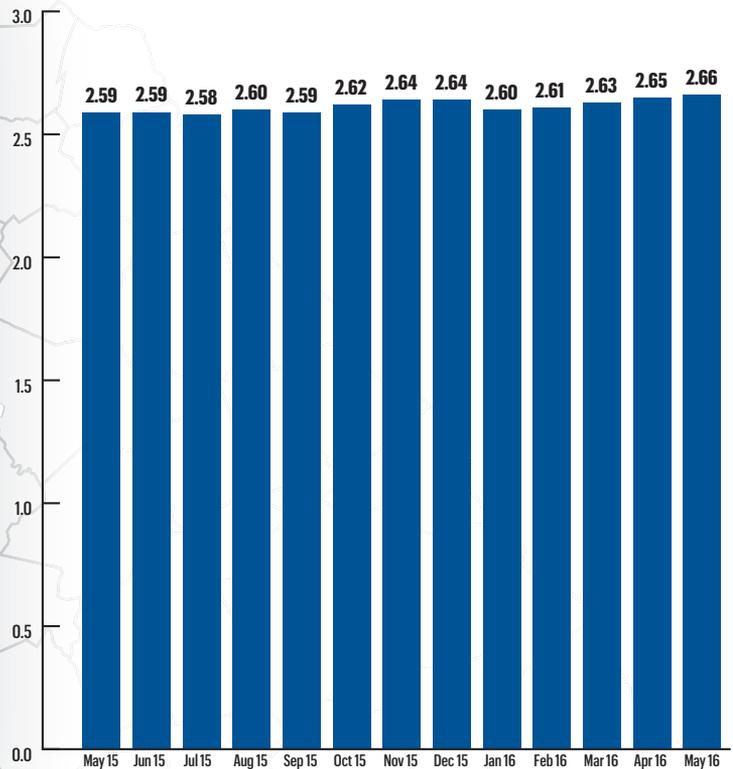
AT&T Inc. and Verizon Wireless qualify for this list but did not respond to survey requests.

It is not the intent of this list to endorse the participants or imply that the size of a company indicates its quality. All information is based on responses to Atlanta Business Chronicle surveys. Please send corrections or additions to Courtney O'Neal at coneal@bizjournals.com.



ATLANTA MSA EMPLOYMENT (IN MILLIONS)

The metro Atlanta area added 76,000 jobs from May 2015 to May 2016.



Atlanta MSA includes Barrow, Bartow, Butts, Carroll, Cherokee, Clayton, Cobb, Coweta, Dawson, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Haralson, Heard, Henry, Jasper, Lamar, Meriwether, Morgan, Newton, Paulding, Pickens, Pike, Rockdale, Spalding and Walton counties.

SOURCE: GEORGIA DEPARTMENT OF LABOR, HTTP://DOL.GEORGIA.GOV



TIME OUT

Eleanor Ringel Cater has been a movie critic for over 35 years and is a member of the National Society of Film Critics. She has also taught movies and criticism at Emory University.

✉ ELEANOR.RINGEL@YAHOO.COM

THE MOVIE BIZ

POTUS IN PICTURES

Stephen Colbert and Jon Stewart...back together again!

The occasion? The nation's quadrennial eruption of patriotism and political mayhem, aka, the Republican and Democratic conventions.

Or, as Colbert/Stewart have dubbed them: "The 2016 Trumpublican Donational Conventrump" and "The 2016 National Convincing A Technically Historic Event: Death. Taxes. Hillary."

Politicians have been taking it on the chin since Aristophanes. Yet Hollywood – notorious lair of the ultra-liberal – has generally been respectful of real-life commanders in chief from both sides of the aisle.

The most elevated and frequently portrayed president? No big surprise here. Abraham Lincoln leads the pack. However, just how many times he's been on screen varies (from 39 to 153) depending on your source. Some sites count only feature film appearances; others include everything from TV series to silent shorts.

Keeping that in mind . . . next comes George Washington (again, the figures vary), then Ulysses S. Grant who benefits from some pre-White House portrayals in westerns and Civil War pictures.

George W. Bush and Nixon are tied, followed by Thomas Jefferson, Theodore Roosevelt, Franklin Delano Roosevelt, John F. Kennedy, and Andrew Jackson.

Obama just misses the Top 10, but it's a pretty good bet that once he's left the White House he's going to be all over the place.

Bottom ranked? Well, that would be Warren G. Harding, whose grand total of celluloid incarnations is . . . nada. Maybe that's because he died of a heart attack only two years into his term.

While the number of times a president has been portrayed may be something of a wild goose chase, the on-record range of actors is pretty astonishing.



PHOTO/SPECIAL

Actor's Express kicks off its season with "Company," a Tony-winning musical about 30-something friends in Manhattan.

Consider FDR. He's been played by everyone from Edward Herrmann ("Annie") and Ralph Bellamy ("Sunrise at Campobello") to Jon Voight ("Pearl Harbor") and Bill Murray ("Hyde Park on the Hudson"). The other Roosevelt – as in Teddy – ranges from Brian Keith ("The Wind and the Lion") to Robin Williams (the "Night at the Museum" movies).

Williams also played Dwight D. Eisenhower in "The Butler," which, being set at the White House, offers a veritable cornucopia of interesting match-ups: James Marsden as JFK, Liev Schreiber as LBJ, John Cusack as Richard Nixon and Alan Rickman as Ronald Reagan.

Maybe it's because he's had more shots than the others, but two of the best movies about our collective presidents are the ones about Lincoln. Everyone already knows about "Lincoln" and Daniel Day-Lewis' transformative, Oscar-winning performance. But you might want to check out John Ford's 1939 film, "Young Mr. Lincoln," starring Henry Fonda. As the title suggests, the picture isn't really about President Lincoln; it's about a newly minted lawyer who decides to run for president.

Milburn Stone, who will always be "Doc" in "Gunsmoke" for a certain generation, plays Lincoln's rival, Stephen Douglas. Here's Lincoln/Fonda's succinct declaration of where he stands as a candidate: "My politics are short and sweet, like an old woman's dance. I'm in favor of a national bank, an internal improvement system and a high protective tariff. Those are my sentiments and political principles. If elected, I shall be thankful. If not, it'll be all the same."

Another recommendation is "Nixon," a compassionate, intricate, hugely ambitious character study with Anthony Hopkins in the title role. The movie takes the former President from his dirt-poor childhood to his dirty-politics downfall. The plot is pretty simple: Boy meets Oval Office. Boy gets Oval Office. Boy loses Oval Office. Yet director Oliver Stone – yes, I know: bombastic radical lefty Oliver Stone – has constructed an intricate tapestry of history, personality and social comment. This is one of the saddest stories you'll ever see: the one about the man who worked hard and got everything he wanted...and then it got him back.

And here's a film that falls into the roman a clef (film de clef?) category.

"Primary Colors" is a knockout. Mike Nichols, who gave a generation a code word ("plastics") now delivers its elegy with this savvy film about a presidential hopeful and his wife, running for office in 1992, who unmistakably resemble a certain high-powered political couple. The picture moves from satire to something far deeper, something all too sad and all too human. As the would-be nominee, John Travolta is pure gut and twinkle (Twinkie?), with an I-feel-your-pain anecdote for every occasion, while Emma Thompson reminds us that before there was Hillary the Candidate, there was Hilary the potential First Lady. It's a fascinating flashback to what we once thought of her – when she was a spouse who loved not wisely, but too well. Or too something. Overall, the film is less an indictment than a heart-breaker. This fictionalized Clinton is neither Satan nor a flawed saint. Rather, he's exactly what the once-famed comic-strip character Pogo said eons ago: "We have met the enemy and he is us."

And should you need a palate-cleanser, re-visit "All the President's Men." The movie is 40 years old, yet it still casts an unmistakable belief in truth, justice and the American way.



PHOTO/SPECIAL

Daniel Day-Lewis plays "Lincoln" in the film directed by Steven Spielberg.



PHOTO/SPECIAL

Joan Allen and Anthony Hopkins play Pat and Richard Nixon in the film "Nixon" directed by Oliver Stone.

GET OUTTA THE HOUSE

► Stephen Sondheim turned Broadway upside down with his daring take on what a musical could be. Actor's Express kicks off its new season with "Company," Sondheim's 1970 show about a Manhattan singleton in his mid-30s and his married friends who want him paired off. It won a bunch of Tonys, including Best Musical. The production includes Libby Whittemore who gets one of the show's signature songs, "The Ladies Who Lunch." Funny how 1970 NYC so perfectly mirrors ATL 2016 . . . And, demand for tickets is already so strong that the show's run has been extended through Sept. 11.

READERS GUIDE

► BUSINESSES (LISTED BY CATEGORY)

COMMERCIAL REAL ESTATE
 Brookdale Group
 LLC, The.....15A
 CBRE Inc.....15A
 Cushman & Wakefield.....14A
 Jones Lang LaSalle Inc.....15A
 Fuqua Development LLC.....1A
 H. J. Russell & Co.....32A
 Jones Lang LaSalle Inc.....16A
 NAI Brannen Goddard.....15A
 Paces Properties.....9A
 Revel.....9A
 Sunbelt Structures Inc.....17A
 Tishman Speyer.....15A
 Weingarten Realty
 Investors.....1A
 WRS Inc.....9A, 16A

EDUCATION
 Atlanta Public Schools.....17A
 Auburn University.....34A
 Georgia Tech.....34A
 Kennesaw State
 University.....31A
 Morehouse College.....34A
 University of
 Georgia, The.....34A
 University of Iowa.....34A
 Virginia Tech.....34A

ENERGY
 AGL Resources Inc.....17A
 Kinder Morgan Inc.....17A
 Southern Co.....17A
 Southern Natural Gas.....17A

FINANCE
 American Transaction
 Processors Coalition.....18A
 Arthur Ventures.....3A
 BIP Capital.....20A
 CMS Payments Intelligence
 Inc.....18A
 Edison Partners.....3A
 Global Payments
 Inc.....15A, 18A
 Hyde Park Venture
 Partners.....3A
 Ingo Money.....18A
 Integrated Capital LLC.....10A
 Knoll Ventures.....3A
 Merrill Lynch & Co. Inc.....15A
 Payments Intelligence Inc.....18A
 State Farm.....10A
 WorldPay US.....18A

GOVERNMENT AGENCIES
 Atlanta Civic Center.....1A
 Atlanta City Council.....4A, 17A
 Fulton County Superior
 Court.....17A
 Georgia General
 Assembly.....17A
 Georgia Supreme Court.....17A
 Mayor's Office of Film and
 Entertainment.....12A

HEALTH CARE
 Arbor Pharmaceuticals.....3A

HOSPITALITY
 Atlanta Falcons.....17A
 Atlanta Marriott Perimeter
 Center.....10A

Buckhead Life Restaurant
 Group.....31A
 Centennial Olympic
 Park.....17A, 34A
 Davidson Hotels
 & Resorts.....10A
 Georgia Aquarium.....34A
 Kroger Co., The.....16A
 Perimeter Mall.....16A
 Ponce City Market.....9A
 Publix Super Markets Inc.....1A
 Sprouts Farmers Market.....16A
 Underground Atlanta.....9A, 16A
 Mercedes-Benz Stadium.....17A

MARKETING, MEDIA & ADVERTISING
 Brash Music.....12A
 Epic Records.....12A
 Georgia Music Partners.....12A
 Mascot Books Inc.....34A
 Press Reset
 Entertainment.....13A
 Recording Academy -
 Atlanta Chapter, The.....12A
 Sony Music
 Entertainment.....12A
 Universal Music Group.....12A
 Warner Music Group.....12A

NONPROFITS
 Central Atlanta
 Progress.....4A, 9A

PROFESSIONAL SERVICES
 Dun & Bradstreet.....3A
 Hartman Simons
 & Wood LLP.....34A
 John Portman & Associates
 Inc.....10A
 PwC.....20A
 Red Light Management.....13A

SiriusDecisions.....3A

RETAIL
 Earth Fare.....16A
 Lidl.....16A
 Kroger Co., The.....16A
 Perimeter Mall.....16A
 Ponce City Market.....9A
 Publix Super Markets Inc.....1A
 Sprouts Farmers Market.....16A
 Underground Atlanta.....9A, 16A
 Whole Foods Market.....16A

TECHNOLOGY & TELECOM
 Atlanta Tech Village.....3A
 Cardlytics Inc.....20A
 Converge.....20A
 Equifax.....18A
 Ionic Security.....20A
 Kabbage.....20A
 NCR Corp.....18A
 Pindrop Security.....20A
 Premiere Global
 Services Inc.....3A
 Salesfusion.....20A
 Terminus.....3A
 Yik Yak.....20A

TRANSPORTATION
 Atlanta Beltline.....1A
 Atlanta Streetcar.....9A
 Georgia Department of
 Transportation.....17A
 Hartsfield-Jackson Atlanta
 International Airport.....10A
 MARTA.....4A, 14A

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ABC
 AGL Resources Inc.....17A
 American Transaction
 Processors Coalition.....18A
 Arbor Pharmaceuticals.....3A
 Arthur Ventures.....3A
 Atlanta BeltLine Inc.....4A
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 Atlanta Falcons.....17A
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 Host Hotels & Resorts.....10A
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 NCR Corp.....18A

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 Sprouts Farmers Market.....16A
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 Sunbelt Structures Inc.....17A
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 Virginia Tech.....34A

WXYZ
 Warner Music Group.....12A
 Weingarten Realty
 Investors.....1A
 Whole Foods Market.....16A
 WorldPay US.....18A
 WRS Inc.....9A, 16A
 Yik Yak.....20A

► PEOPLE

ABC
 Apple, David.....6A
 Ashe, Robbie.....15A, 17A
 Atwood, Kate.....6A
 Austin, Dallas.....12A
 Banks, George.....9A
 Bemis, John.....16A
 Bolling, Bill.....6A
 Brusco, Charlie.....13A
 Buffington, Mark.....20A
 Cook, Bobby Lee.....6A
 Correa, Heather.....1A
 Cramer, Ann.....6A
 Cummings, David.....20A

GHI
 Geter, Jason.....13A
 Ghetti, Adam.....20A
 Goldstein, Mindy.....6A
 Grimes, Scott.....20A
 Hallett, Jon.....20A
 Hines, P. Harris.....17A
 Hirsh, Josh.....15A

JKL
 Jones, Steve.....12A
 Karalassos, Niko.....32A
 Karalassos, Pano Jr.....31A
 Karalassos, Pano Jr.....31A
 Khanna, Ayesha.....6A
 Kimbrough, Ant.....6A
 Kischuk, Rob.....20A
 Kolker, Glenn.....15A
 Leavitt, Jeffrey.....20A
 Lewis, Carl.....6A

MNO
 Malhotra, Rohit.....6A
 Malone, Michelle.....13A
 Marchisio, Gaia.....31A
 McKinney, Phillip.....17A
 McMurry, Russell.....17A

PQR
 Menning, Preston.....15A
 Miller, Zell.....17A
 Moore, Felicia.....5A, 17A
 Morris, Paul.....4A
 Moss, Brannan.....15A
 Nee, John.....20A
 Nixon, Joseph Jr.....12A
 O'Connor, Bridgid.....16A
 O'Kelley, Carol.....20A

Rivera, Ryan.....34A
 Robinson, A.J.....4A
 Rooks, Kristi.....9A
 Russell, Michael.....32A

STUV
 Schutter, Ed.....3A
 Shaw, Matthew.....18A
 Shepherd, Alana.....6A
 Shepherd, James.....6A
 Spett, Eric.....3A
 Thompson, Hugh P.....17A
 Ulicny, Gary.....6A
 Vajre, Sangram.....3A

WXYZ
 Wagner, Dan.....15A
 Washer, Ben.....13A
 Whaley, Bill.....6A
 Winfield, Sonia.....15A
 Winslow, Cleta.....4A
 Young, Andrew.....6A
 Young, Ivory Lee Jr.....17A

► COMING UP

CHRONICLE-EVENTS.COM



The 10 Most Admired CEOs winners for 2015.

BYRON E. SMALL

Who will take home their industry's Most Admired CEO honors this year? We asked our metro Atlanta readers to help us. Come cheer the winners and hear their advice on leadership success at the third annual Most Admired CEOs event on Aug. 25 at the Georgia Aquarium. You can register here: <http://www.bizjournals.com/atlanta/event/143972>.

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- **Most Admired CEOs**
August 25, 2016
- **Governor's International Awards**
October 6, 2016
- **Best Places to Work**
September 8, 2016
- **Women Who Mean Business**
October 20, 2016
- **Small Business Person of the Year**
September 28, 2016
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WHO'S WHO

NONPROFIT

Highlighting 50 influential nonprofit leaders

Atlanta Business Chronicle's Who's Who in Nonprofits 2016 special section features 50 individuals who are influencing metro Atlanta's nonprofit world. Our thriving metropolitan area hosts four of the 20 largest U.S. nonprofit organizations according to the Chronicle of Philanthropy, as well as famous philanthropists such as Arthur Blank, Bernie Marcus and Ted Turner. In addition, there are many local and state not-for-profit organizations working to improve the metro area. For this list, we relied on Atlanta Business Chronicle's Top Nonprofit Organizations list from our 2015-2016 Book of Lists, top community foundations and philanthropists, in-house research and nonprofit community leadership.

Jessica Saunders, Managing Editor

COMMUNITY NONPROFIT



DEANNA ANDERSON

The Junior League of Atlanta Inc.
President, 2016-2017

Career highlights: Anderson leads the Junior League of Atlanta, a 100-year-old volunteer organization. As Centennial president, she will oversee a year-long celebration of the JLA, which empowers women and children. She is also managing director for 705 Marketing.

www.jlatlanta.org

COMMUNITY NONPROFIT



KIM ANDERSON

Families First Inc.
CEO

Career highlights: Kim Anderson is CEO of Families First Inc., a nonprofit family service agency impacting almost 40,000 children and families each year and serving metro Atlanta for 125 years. Anderson guides a staff of over 100 employees in 16 locations with an annual budget of \$10 million.

www.familiesfirst.org

NONPROFIT ORGANIZATION

JOEL AROGETI

Marcus Jewish Community Center of Atlanta Inc.
Chairman of the Board

Education: J.D., Emory University

Career highlights: Joel Arogeti is serving as chair, Board of Directors, with the Marcus Jewish Community Center of Atlanta. Arogeti's 53-year involvement with the MJCCA began when he attended preschool at the Midtown Center, played youth sports, was a member and officer of B'nai Brith Youth Organization, and attended MJCCA's Camp Barney Medintz.

www.atlantajcc.org



NONPROFIT ORGANIZATION

TERRI BADOUR

American Red Cross of Georgia
CEO

Career highlights: Badour leads the American Red Cross across the state of Georgia — one in a national network of 60 regions. She joined Red Cross in 1986 and held various leadership positions prior to becoming CEO for Georgia in 2011. Her leadership includes serving as president of the Junior League of Atlanta, and membership on more than 14 other community boards. She's a member of Rotary Club of Atlanta.

www.redcross.org/ga/atlanta



INDUSTRY ASSOCIATION

KAREN F. BEAVOR

Georgia Center for Nonprofits
President and CEO

Career highlights: As president and CEO of the Georgia Center for Nonprofits (GCN), Karen Beavor leads a team of professionals dedicated to helping nonprofits succeed through better management, leadership and governance. Providing strategy assistance, talent development and an array of resources to thousands of nonprofit organizations each year, GCN increases their mission impact which helps Georgia communities thrive.

www.gcn.org



NONPROFIT ORGANIZATION

RAYMOND BISHOP

Goodwill of North Georgia Inc.
President and CEO

Career highlights: Raymond W. Bishop has spent more than 35 years serving at Goodwill organizations in St. Petersburg, Fla., Greensboro, N.C., Memphis, Tenn., Shreveport, La., and Atlanta, and served as chair of the Goodwill Industries International's Board of Directors. In a little more than a decade, Bishop has led Goodwill of North Georgia to 688 percent growth in revenue and 1,300 percent growth in people placed into jobs.

www.goodwillng.org



GEORGIA'S TOP 25 INDEPENDENT FOUNDATIONS

RANKED BY TOTAL GIVING

RANK/FOUNDATION NAME	TOTAL GIVING*	TOTAL ASSETS
1 Robert W. Woodruff Foundation Inc.	\$155,816,887	\$3,119,096,039
2 The Marcus Foundation Inc.	\$63,476,807	\$122,486,992
3 Joseph B. Whitehead Foundation	\$36,345,000	\$1,432,190,285
4 J. Bulow Campbell Foundation	\$25,306,787	\$553,795,187
5 O. Wayne Rollins Foundation	\$20,792,811	\$530,007,004
6 Turner Foundation Inc.	\$10,352,874	\$12,200,379
7 The Challenge Foundation	\$8,242,782	\$37,271,882
8 Callaway Foundation Inc.	\$8,200,444	\$208,270,211
9 Richard & Barbara Gaby Foundation	\$7,952,389	\$85,832,313
10 The Arthur M. Blank Family Foundation	\$7,162,409	\$55,046,105
11 The Wilbur and Hilda Glenn Family Foundation	\$7,015,500	\$142,808,459
12 Daniel P. Amos Family Foundation	\$6,772,000	\$140,670,140
13 Zeist Foundation Inc.	\$6,762,251	\$252,452,589
14 The Correll Family Foundation Inc.	\$6,366,834	\$41,146,453
15 Bradley-Turner Foundation Inc.	\$5,416,209	\$138,914,362
16 The Scott Hudgens Family Foundation Inc.	\$5,020,000	\$82,542,714
17 Courts Foundation Inc.	\$4,720,500	\$73,998,915
18 The Spring Foundation	\$4,450,000	\$63,513,760
19 Healthcare Georgia Foundation Inc.	\$4,318,696	\$119,125,630
20 The Sartain Lanier Family Foundation Inc.	\$4,318,034	\$112,145,346
21 The Carlos and Marguerite Mason Fund	\$4,316,578	\$98,218,880
22 The Cawood Foundation Inc.	\$4,310,850	\$93,801,758
23 David, Helen, and Marian Woodward Fund	\$4,238,952	\$49,393,399
24 The Peyton Anderson Foundation Inc.	\$3,771,489	\$98,315,107
25 William Howard Flowers Jr. Foundation Inc.	\$3,611,500	\$100,272,680

* LATEST FINANCIAL DATA AVAILABLE. FIGURES REPRESENT TOTAL GIVING, NOT JUST AMOUNT GIVEN IN GEORGIA. SOURCE: FOUNDATION DIRECTORY ONLINE FROM THE FOUNDATION CENTER, NEW YORK, N.Y.

WHO'S WHO

TOP PHILANTHROPIST

ARTHUR M. BLANK

The Arthur M. Blank Family Foundation
Chairman

**Career highlights:**

The Home Depot co-founder Arthur Blank's portfolio includes the Atlanta Falcons; PGA TOUR Superstore; The Arthur M. Blank Family Foundation; MLS Atlanta; and AMB Group, the parent company of his for-profit businesses. The Blank Family Foundation has granted more than \$300 million to support early childhood development, education, the arts, and parks and green space.

www.blankfoundation.org

COMMUNITY NONPROFIT

KATHY COLBENSON

CHRIS Kids
President and CEO



Education: Master's degree in psychology, Licensed Marriage and Family Therapist

Career highlights: Kathy Colbenson became the CEO of CHRIS Kids in 1987. At that time, CHRIS Kids had four group homes for abused and neglected children who were in foster care, mental health and juvenile justice systems, and a program for youth aging out of state systems. Today, CHRIS Kids provides services for over 5,100 people annually.

www.chriskids.org

COMMUNITY NONPROFIT

KELLY DOLAN

The Atlanta Women's Foundation
Executive director



Education: Bachelor's degree, University of Michigan; master's degree, DePaul University

Career highlights: Kelly Dolan is the executive director of The Atlanta Women's Foundation (AWF), whose mission is to change the lives of women and girls and to end generational poverty. Dolan has more than 25 years of non-profit marketing and leadership experience. She led marketing at Eggleston Children's Health Care System and Central Atlanta Progress.

www.atlantawomen.org

NONPROFIT ORGANIZATION

RON FRIESON

Children's Healthcare of Atlanta Foundation
President, Foundation and External Affairs



Education: MBA, Georgia State University

Career highlights:

Frieson leads all fundraising efforts in support of the Children's Foundation, including annual gifts, major and planned gifts, corporate partnerships, grant development, endowment enhancement and special events. He is also at the helm of Children's community outreach program.

www.choa.org

HEALTH CARE FOUNDATION

RENA Y A. BLUMENTHAL

Grady Health Foundation Inc.
President



Education: Bachelor's degree, Georgia Tech; MBA, Georgia State University

Career highlights: As president of the Grady Health Foundation, Renay Blumenthal sets its strategic direction, coordinates all fundraising activities, and provides community outreach to increase support for Grady. Prior to joining Grady, Blumenthal served as senior vice president of public policy for the Metro Atlanta Chamber.

www.gradyhealthfoundation.org

TOP PHILANTHROPIST

THOMAS G. COUSINS

Cousins Properties Inc.
Chairman emeritus



Career highlights: Tom Cousins is a retired real estate developer whose philanthropic efforts have focused primarily on re-invigorating a single neighborhood of concentrated poverty, the East Lake Meadows public housing complex in Southeast Atlanta. Working closely with the Atlanta Housing Authority, the Atlanta School Board and other leaders, the East Lake Foundation team demolished and rebuilt the project into a mixed-income community, Villages of East Lake.

www.cousinsproperties.com

NONPROFIT ORGANIZATION

AMY S. DOSIK

Girl Scouts of Greater Atlanta Inc.
CEO



Career highlights: Amy Dosik serves as CEO of Girl Scouts of Greater Atlanta, with membership of 42,000 girls and 17,000 volunteers. Under Dosik's leadership, the Girl Scouts recently received the 2016 Marketing For Excellence Award from Community Foundation for Greater Atlanta. Greater Atlanta ranks as the top-performing council in the nation on Girl Scouts' Digital Cookie online sale tool for two consecutive years.

www.girlscoutsatl.org

NONPROFIT ORGANIZATION

WHITNEY FUCHS

Georgia Community Support and Solutions Inc.
CEO

Career highlights: Whitney Fuchs is CEO of Georgia Community Support and Solutions Inc. (GCSS), a nonprofit providing community-based services and support to people with disabilities and their families. GCSS employees serve needs including residential support, employment services, respite care, family support, in-home care, and day programs. To date, GCSS has provided support and service to over 10,000 Georgians.

www.gacommunity.org

FOUNDATION

RODNEY D. BULLARD

Chick-fil-A Foundation
Executive Director



Education: Alumnus, United States Air Force Academy, Duke University School of Law, University of Georgia Terry School of Business, Harvard Business School

Career highlights: Rodney Bullard is vice president of community affairs at Chick-fil-A Inc. and executive director of the Chick-fil-A Foundation where he leads the company's corporate philanthropic and social responsibility strategy, focused on fostering youth and furthering education.

www.chick-fil-a-foundation.org

NONPROFIT ORGANIZATION

DENNIS CREECH

Southface Energy Institute Inc.
Executive director



Education: Bachelor's degree, The Citadel; master's degree, Emory University

Career highlights: Creech co-founded Southface in 1978 and has served as executive director for 38 years. Southface promotes sustainable homes, workplaces and communities through education, research, advocacy and technical assistance. Under his leadership, Southface has grown to a staff of more than 50 people.

www.southface.org

NONPROFIT ORGANIZATION

MISSY DUGAN

Boys & Girls Clubs of Metro Atlanta
President and CEO



Career highlights: As president and CEO of Boys & Girls Clubs of Metro Atlanta, Missy Dugan oversees 26 clubs in 10 counties. BGCMA's Open the Door initiative has a goal that by 2020 90 percent of youth served are on track to graduate on time, live healthy lifestyles, and give back to their community. Prior to Boys & Girls Clubs, Dugan served as an aide to two members of the U.S. House of Representatives. She sits on several boards.

www.bgcma.org

NONPROFIT ORGANIZATION

STEVE GOTTLIEB

Atlanta Legal Aid Society Inc.
Executive director



Education: Law degree, University of Pennsylvania

Career highlights:

Upon graduating from law school in 1969, Gottlieb joined Atlanta Legal Aid Society Inc. (ALAS) as a staff attorney, becoming deputy director in 1976, then moving into his current role in 1979. During his tenure, ALAS has expanded its advocacy to low-income persons facing family, housing and health law issues. He is responsible for 120 employees and a budget of over \$9 million.

www.atlantalegalaid.org

COMMUNITY NONPROFIT

ROB BRAWNER

Executive director
Atlanta BeltLine Partnership



Education: Bachelor's degree, Princeton University; MBA, Emory University

Career highlights: Rob Brawner serves as the executive director for the Atlanta BeltLine Partnership, the organization formed in 2005 to provide the collaborative platform from which to advance the Atlanta BeltLine project. The Atlanta Beltline will connect communities with new transit, trails and parks.

www.beltline.org

NONPROFIT ORGANIZATION

DERON DAVIS

The Nature Conservancy
Executive Director,
Georgia



Career highlights: Deron Davis leads the Georgia program for The Nature Conservancy, a global organization working in almost 70 countries to protect lands and waters. Working in Georgia since the 1960s, the 35-staff operation focuses on conserving mountains and streams in the north, forests and rivers to the south and the marshes, beaches and islands of the coast. Davis is guiding development of a science-driven program.

www.nature.org/georgia

NONPROFIT ORGANIZATION

ELIZABETH E. FINNERTY

Skyland Trail
President and CEO



Career highlights: Since 1989, Beth Finnerty has helped Skyland Trail grow from a start-up nonprofit to a nationally recognized psychiatric treatment organization. She has led an expansion of programs and facilities. Working with the Board of Directors, staff, and community stakeholders, Finnerty has helped develop an integrated treatment model that combines psychiatric care with services ranging from primary care to vocational and therapeutic.

www.skylandtrail.org

COMMUNITY NONPROFIT

SHARMEN MAY GOWENS

YWCA of Greater Atlanta Inc.
CEO



Education: Degree in public relations, University of Georgia

Career highlights:

Sharmen May Gowens was recently appointed CEO of the YWCA of Greater Atlanta. She served as the YWCA interim CEO from 2012-2013. Before this appointment, she worked as business development director for SaportaReport (2013-2015). Gowens worked advertising and marketing at The Atlanta Journal-Constitution for 33 years, retiring in 2009.

www.ywcaatlanta.org

WHO'S WHO

COMMUNITY NONPROFIT

MICHAEL HALICKI

Park Pride Atlanta Inc.
Executive director



Career highlights: Park Pride is an Atlanta-based nonprofit that engages communities to activate the power of parks, providing leadership and services. As Park Pride's executive director, Michael Halicki manages staff and programs, supports the board, and leads fundraising, public relations, and program development efforts. Halicki comes to Park Pride from Southface, where he served as its first chief operating officer.

www.parkpride.org

TOP FOUNDATION

PAUL RUSSELL HARDIN

Robert W. Woodruff Foundation Inc., Joseph B. Whitehead Foundation, Lettie Pate Evans Foundation Inc., Lettie Pate Whitehead Foundation Inc.
President



Career highlights: Russ Hardin is president of the Robert W. Woodruff Foundation, Joseph B. Whitehead Foundation, Lettie Pate Evans Foundation and Lettie Pate Whitehead Foundation. The independent private Woodruff Foundation was established by Robert W. Woodruff, longtime leader of The Coca-Cola Co.

www.woodruff.org

COMMUNITY NONPROFIT

JACK HARRIS

Junior Achievement of Georgia
President and CEO



Education: Degree in Politics; certificate in Political Economy, Princeton University

Career highlights: Jack Harris is president and CEO of Junior Achievement of Georgia, an organization dedicated to inspiring and preparing young people to succeed in a global economy. JA impacts over 10 million students around the world annually in over 120 countries by working in partnership with school systems and the business community.

www.georgia.ja.org

NONPROFIT ORGANIZATION

TODD HAWKS

The Salvation Army, Metro Atlanta Area Command
General Secretary and Metro Atlanta Area Commander



Education: Graduate of Evangeline Booth College

Career highlights: Major Todd Hawks was commissioned as an officer in The Salvation Army in 1978 and has since served as corps officer in several southern communities in Virginia, Alabama, Mississippi, and Louisiana. He gained experience through additional divisional appointments in Kentucky, Tennessee, North and South Carolina.

www.salvationarmyatlanta.org

NONPROFIT ORGANIZATION

THOMAS KEMPER

Global Ministries of the United Methodist Church
CEO



Career highlights: Thomas Kemper is CEO of Global Ministries of the United Methodist Church whose U.S. headquarters is moving from New York to Atlanta in 2016. Global Ministries is responsible for personnel, projects, and mission partnerships in more than 125 countries, with a focus ranging from disaster relief to global health. A native of Germany and a layperson, Kemper is the first person from outside the United States elected to lead a United Methodist agency.

www.umcmision.org

NONPROFIT ORGANIZATION

MILTON J. LITTLE JR.

United Way of Greater Atlanta
President



Education: Master's degree, Columbia University

Career highlights: Milton J. Little Jr. became the first African-American president of United Way of Greater Atlanta, the second-largest in the nation, in July 2007. Previously, he served as president of United Way of Massachusetts Bay and Merrimack Valley. He has helped raise more than half a billion dollars for local community needs and priorities during his career.

www.unitedwayatlanta.org

TOP PHILANTHROPIST

BERNIE MARCUS

The Marcus Foundation Inc.
Chairman



Education: Bachelor's degree in pharmacy, Rutgers University

Career highlights: Since he retired as chairman of The Home Depot in 2002, Bernie Marcus has been a full-time philanthropist. He has redirected his entrepreneurial spirit toward a variety of charitable endeavors through The Marcus Foundation, which focuses on Jewish causes, children, medical research, the enterprise and the community.

COMMUNITY NONPROFIT

JANICE MCKENZIE-CRAYTON

Big Brothers Big Sisters of Metro Atlanta
President and CEO



Education: Bachelor's and master's degrees, Howard University

Career highlights: Since 1992, Janice McKenzie-Crayton has served as president and CEO of Big Brothers Big Sisters of Metro Atlanta, which provides children facing adversity with one-to-one mentoring relationships. The agency serves about 2,100 children in 12 metro Atlanta counties annually.

www.bbbsatl.org

NONPROFIT ORGANIZATION

JUDITH MONROE

CDC Foundation
President and CEO



Career highlights: Dr. Judith Monroe's professional focus has centered on the intersection of primary care and public health. Her career has taken her from private medical practice to academia, hospital administration and public health protection. In February 2016, Monroe was named president and CEO of the CDC Foundation. Prior to the CDC Foundation, Monroe worked for six years as a CDC deputy director.

www.cdcfoundation.org

NONPROFIT ORGANIZATION

EDWARD G. MUNSTER

YMCA of Metro Atlanta Inc.
President and CEO



Career highlights: Ed Munster is president and CEO of the YMCA of Metro Atlanta Inc. He is charged with moving the organization forward with the Y-2020 long-range strategic plan. Its four agenda items include ensuring children start kindergarten with a strong foundation, helping improve K-12 academic achievement, inspiring teen leadership, and empowering healthy living for all age groups.

www.ymcaatlanta.org

NONPROFIT ORGANIZATION

MICHELLE NUNN

CARE USA
President and CEO



Education: Master's degree, Kennedy School of Government, Harvard University

Career highlights: Michelle Nunn is president and CEO of CARE USA, a humanitarian organization that fights global poverty and provides lifesaving assistance in emergencies. CARE places a special emphasis on working with women and girls because with the proper resources they have the power to lift families and communities out of poverty.

www.care.org

NONPROFIT ORGANIZATION

MARY ANN PETERS

The Carter Center
CEO



Education: Bachelor's degree, Santa Clara University; master's degree, Johns Hopkins School of Advanced International Studies

Career highlights: Mary Ann Peters became the Carter Center's CEO in September 2014. She provides vision, leadership and operational oversight for the center's efforts to advance peace and health worldwide. Peters served as provost of the U.S. Naval War College from 2008 to 2014.

www.cartercenter.org

NONPROFIT SPOTLIGHT

Andrew P. STEWART CENTER

Striving to promote strong communities through educational initiatives, spiritual enrichment opportunities, and wellness resources

Thanks to

HENDON PROPERTIES

for sponsoring this year's

4th Annual Atlanta Golf Classic

October 16, 2016 at East Lake Golf Club

"Serving Atlanta communities since 1916" | stewartcenter.org

WHO'S WHO

NONPROFIT ORGANIZATION

ALICIA PHILIPP

Community Foundation
for Greater Atlanta
President



Education: Master's degree, Georgia State University

Career highlights: Philipp is president of the Community Foundation for Greater Atlanta. With assets of more than \$920 million, the Community Foundation strengthens the 23-county Atlanta region by connecting philanthropists with nonprofits. In 2015, the Community Foundation received \$113 million in gifts from donors and granted out more than \$139 million.
www.cfgreateratlanta.org

COMMUNITY NONPROFIT

DWIGHT "IKE" REIGHARD

MUST Ministries Inc.
President and CEO



Career highlights: Dwight "Ike" Reighard is the president and CEO of MUST Ministries, serving almost 34,000 people in poverty annually. In the corporate arena, he served as executive vice president, chief people officer and originator of The Office of People and Culture for HomeBanc Mortgage Corp. from 2000 until 2007.
www.mustministries.org

HEALTH CARE FOUNDATION

SCOTT SIKES

Shepherd Center
Foundation Inc.
Executive director



Education: Bachelor's degree, University of Georgia; MBA, Kennesaw State University

Career highlights: Sikes serves as executive director of Shepherd Center Foundation Inc. and vice president of Shepherd Center hospital. He was named a Fellow of the Association for Healthcare Philanthropy, and has earned both the Certified Fund Raising Executive professional designation and Certified Financial Planner certification.
www.shepherd.org

TOP PHILANTHROPIST

TED TURNER

United Nations
Foundation Inc.
Founder and Chairman



Education: Brown University

Career highlights: Ted Turner is founder and chairman of the United Nations Foundation Inc., promoting global health and peace; founder and co-chairman of the Nuclear Threat Initiative, reducing global threats from nuclear, biological and chemical weapons; founder and chairman of the Turner Foundation, supporting efforts for improving air and water quality, among numerous initiatives.
www.unfoundation.org

COMMUNITY NONPROFIT

MATTHEW PIEPER

Open Hand Atlanta
Executive director



Career highlights: Matthew "Matt" Pieper is the executive director for Open Hand Atlanta, an organization providing meals, nutrition education and counseling to those challenged by or at-risk for chronic disease or disability. Open Hand's clients include homebound seniors, individuals living with cancer, renal failure, diabetes, HIV/AIDS and many other chronic conditions, as well as at-risk youth and families.
www.openhandatlanta.org

FOUNDATION

NANCY RIGBY

The James M. Cox
Foundation Inc.
Vice president



Education: Attended the University of Kentucky; graduate of the Regional Leadership Institute

Career highlights: As vice president of Cox Foundations, Nancy Rigby oversees the grants, business management and administration. The James M. Cox Foundation provides funding for capital campaigns and special projects in communities where Cox Enterprises operates.
www.coxenterprises.com

NONPROFIT ORGANIZATION

CURT SOPER

The Trust for Public Land
State Director (Georgia
and Alabama)



Education: Bachelor's degree in earth sciences, University of Washington

Career highlights: Curt Soper is the state director for The Trust for Public Land in Georgia and Alabama, where he is responsible for carrying out the Trust's mission of creating parks and conserving land for people in an effective, visionary and financially sound manner. He joined the Trust in 2011 after serving five years as director of the state's land conservation program.
www.tpl.org

COMMUNITY NONPROFIT

PAT UPSHAW-MONTEITH

Leadership Atlanta
President and CEO



Education: Bachelor's degree, Albany State University; master's degree, Bowling Green State University

Career highlights: Since 1992, Pat Upshaw-Monteith has gone from co-executive director to executive director and was promoted to president and CEO of Leadership Atlanta in 2005. Prior to heading up Leadership Atlanta, Upshaw-Monteith served as associate general manager of the Atlanta Symphony Orchestra for 13 years.
www.leadershipatlanta.org

NONPROFIT ORGANIZATION

JONATHAN T.M. RECKFORD

Habitat for Humanity
International Inc.
CEO



Education: MBA, Stanford University

Career highlights: Jonathan T.M. Reckford is CEO of Habitat for Humanity International, a global Christian housing organization that, since 1976, has helped more than 6.8 million people construct, rehabilitate or preserve homes in more than 70 countries. Since 2005, Habitat has grown to serve more than 1.8 million.
www.habitat.org

NONPROFIT ORGANIZATION

ERIC ROBBINS

Jewish Federation of
Greater Atlanta Inc.
CEO



Career highlights: Eric Robbins is incoming CEO at Jewish Federation of Greater Atlanta Inc. He was previously CEO of Camp Twin Lakes. He has more than 25 years of senior leadership experience in the nonprofit sector. Throughout his career, Robbins has been responsible for the daily operation and supervision of staff members for organizations serving children, special needs populations and senior citizens.
www.jewishatlanta.org

NONPROFIT ORGANIZATION

HARLEY TABAK

Jewish Home Life
Communities (JHLC)
President and CEO



Career highlights: Prior to joining The Home in 2004, Harley Tabak served as vice president of Inova Health Systems in Virginia, where he was responsible for operations including its intensive sub-acute and rehabilitation skilled nursing facilities; assisted living facilities; home health agency; home health medical equipment company; outpatient rehabilitation facilities; and urgent medical care centers.
www.wbjh.org

COMMUNITY NONPROFIT

DON C. VASSEL

100 Black Men of
Atlanta Inc.
CEO



Education: Bachelor's degree, Syracuse University; master's degree, University of Pennsylvania

Career highlights: Vassel is a senior executive with over seven years of CEO experience with small-cap, for-profit companies. At 100 Black Men of Atlanta Inc., a mentoring organization that provides empowerment programs for adolescents living in at-risk environments, Vassel manages day-to-day business affairs.
www.100blackmen-atlanta.org

NONPROFIT ORGANIZATION

JAMES H. REESE

Atlanta Mission
President and CEO



Education: Bachelor's degree, Western Michigan University

Career highlights: Reese joined the Atlanta Mission in August 2008. His primary focus is to ensure that Atlanta Mission achieves its mission to transform, through Christ, the lives of those facing homelessness, with the goal to end homelessness one friend at a time through building innovative services and life-on-life relationships. During his tenure, Reese has led a rebranding effort.
www.atlantamission.org

NONPROFIT ORGANIZATION

DAVID A. ROSS

The Task Force for
Global Health Inc.
President and CEO



Education: Doctor of science, operations research, Johns Hopkins University; bachelor of science, aerospace engineering, University of Colorado

Career highlights: David Ross is president and CEO of The Task Force for Global Health Inc. in Decatur. As the fourth largest nonprofit organization in the United States, The Task Force works to provide all people, especially the poor, with opportunities to live healthy, productive lives.
www.taskforce.org

COMMUNITY NONPROFIT

TRACY A. TECHAU

Atlanta Area Council Inc.,
Boy Scouts of America
Scout executive and CEO



Education: Bachelor's degree, Iowa State University

Career highlights: Techau leads the fifth largest BSA council in the nation. The Atlanta Area Council consistently achieves the highest ratings for its youth leadership programs, outreach efforts for low-income youth, scout camps and financial health. Techau has 30 years of executive leadership in youth development program design and implementation.
www.atlantabsa.org

NONPROFIT ORGANIZATION

KYLE WAIDE

Atlanta Community
Food Bank
President and CEO



Education: Bachelor's degree, Harvard University; master of fine arts, University of Arizona

Career highlights: Kyle Waide leads the Atlanta Community Food Bank, one of the largest hunger-relief organizations in the Southeast. The food bank supports a network of 600 partner nonprofits across 29 counties in metro Atlanta and North Georgia. Each year the organization connects 750,000 people with more than 69 million pounds of food.
www.acfb.org



CHAMBERS USA 2016 RANKINGS FOR GEORGIA

ABOUT CHAMBERS & PARTNERS

The Chambers Guides have been ranking the world's leading law firms and lawyers since 1990, and now cover 185 jurisdictions throughout the world. We have over 150 researchers based in London, who interview thousands of lawyers and clients worldwide.

The Chambers USA guide was first published in 2003 and covers all 50 states, plus the District of Columbia, researching over 50 practice areas in total. We also extensively cover firms' national practices in our nationwide tables.

METHODOLOGY

The research process takes place from July to December, with the guide published annually in May. We investigate various practice areas and jurisdictions

each month. Firms are invited to submit a practice area submission detailing information on the department and its recent work highlights. There is absolutely no cost to submit.

The main factors and considerations we take into account when ranking are a) interviews with those active in the market, predominantly clients, and b) assessing recent work done. Law firm practice groups and individual lawyers are ranked on the basis of their legal knowledge and experience, their ability, their commercial awareness, their effectiveness, and their client service.

Our researchers speak to thousands of clients and leading practitioners from across the globe. While the U.S. Guide's clients are predominantly U.S.-based, we are also able to carry out interviews in over 20 languages.

Internal meetings are held by researchers, deputy editors and editors to go through the research we have conducted and to compile and approve the ranking tables. Once the guide is published the rankings are fixed until the following edition, although we do update lawyer moves and any law firm mergers as soon as they happen.

Our research is completely independent. No one can 'buy their way in' to the rankings.

GEORGIA RESEARCH

We have been researching the Georgia market since the guide's inception and now rank over 165 practice groups from 55 firms in 15 practice areas. We dedicate six months to researching the Georgia market (July-December) and receive around 240

submissions and almost 5,000 clients. The state has a vibrant legal market, with many long-established Stars and Senior Statesmen ranked, alongside a number of rising stars.

Atlanta is unsurprisingly the dominant city in the state rankings and is the sixth most heavily represented city in the entire guide, boasting a number of experts in all practice areas, including many nationally recognized practitioners. As the home of many globally influential firms and business, Atlanta has firmly established itself as a hub of excellence in the legal industry.

▶ Antitrust

Leading Firms

- 1 Alston & Bird *
- 2 Bondurant, Mixson & Elmore, LLP
- 2 King & Spalding LLP *
- 3 Bryan Cave LLP

Senior Statesmen: Distinguished Older Practitioners

Bondurant Emmet J Bondurant, Mixson & Elmore, LLP

Leading Individuals

- | | |
|-----------------------|---|
| 1 Allen Randall L | Alston & Bird * |
| 1 Cashdan Jeffrey | King & Spalding LLP |
| 1 Murphy Jr Charles C | Vaughan & Murphy (ORL) |
| 1 Watson G Patrick | Bryan Cave LLP |
| 2 Bonder Teresa T | Alston & Bird * |
| 2 Kenny Michael | Alston & Bird * |
| 2 Lowrey IV Frank M | Bondurant, Mixson & Elmore, LLP |
| 2 Powers Tony G | Rogers & Hardin LLP * |
| 3 Berhold Jeffrey L | Jeffrey L. Berhold, P.C. (ORL) |
| 3 Bernstein Debra D | Alston & Bird LLP * |
| 3 McGibbon James R | Sutherland Asbill & Brennan LLP (ORL) * |

▶ Banking & Finance

Leading Firms

- 1 King & Spalding LLP *
- 1 Parker, Hudson, Rainer & Dobbs LLP
- 2 Alston & Bird *
- 2 Greenberg Traurig, LLP *
- 2 Jones Day *
- 3 Burr & Forman LLP
- 3 Hunton & Williams LLP *
- 3 McGuireWoods LLP *
- 3 Sutherland Asbill & Brennan LLP *
- 3 Womble Carlyle Sandridge & Rice, LLP *

Leading Individuals

- | | |
|-------------------------|------------------------------------|
| 1 Acord Noland Bobbi | Parker, Hudson, Rainer & Dobbs LLP |
| 1 Alford Carolyn Zander | King & Spalding LLP |
| 1 Blumen Rick D | Alston & Bird * |
| 1 Cushing Paul M | Alston & Bird * |
| 1 Dobbs C Edward | Parker, Hudson, Rainer & Dobbs LLP |
| 1 Molen Chris D | King & Spalding LLP |
| 2 Brazell Cindy | Jones Day * |
| 2 Davis Cindy JK | Greenberg Traurig, LLP * |
| 2 Dempster Hazen H | Troutman Sanders LLP |
| 2 Grice Richard | Alston & Bird * |
| 2 Jordan Hilary | McGuireWoods LLP |
| 2 LaFiandra Aldo L | Jones Day * |
| 2 Schneider John | Hunton & Williams LLP * |
| 2 Snow Edgar | Burr & Forman LLP |
| 3 Bratcher Timothy | Greenberg Traurig, LLP * |
| 3 Llorens Jr Hector E | King & Spalding LLP * |

▶ Banking & Finance: Mainly Regulatory

Leading Firms

- 1 Bryan Cave LLP
- 2 Alston & Bird *
- 2 Troutman Sanders LLP *
- 3 Paul Hastings LLP *

Senior Statesmen: Distinguished Older Practitioners

Moeling Walter G Bryan Cave LLP

Leading Individuals

- | | |
|-------------------------|--------------------------------------|
| 1 Kanaly Mark C | Alston & Bird * |
| 1 Powell Thomas O | Troutman Sanders LLP |
| 2 Blanchard Gerald L | Bryan Cave LLP |
| 2 Daniel Chris | Paul Hastings LLP * |
| 2 Dunlevie Steven S | Womble Carlyle Sandridge & Rice, LLP |
| 2 Klingler Rob | Bryan Cave LLP |
| 2 Knudson Kathryn L | Bryan Cave LLP |
| 2 MacDonald III Ralph F | Jones Day * |

▶ Bankruptcy/Restructuring

Leading Firms

- 1 Alston & Bird *
- 1 King & Spalding LLP *
- 1 Parker, Hudson, Rainer & Dobbs LLP
- 2 Kilpatrick Townsend & Stockton LLP *
- 2 Dentons US LLP *
- 3 Greenberg Traurig, LLP *
- 3 Morris, Manning & Martin, LLP
- 3 Troutman Sanders LLP *

Senior Statesmen

Cohen Ezra H Troutman Sanders LLP *
Lurey Alfred Kilpatrick Townsend & Stockton LLP

Leading Individuals

- | | |
|-------------------------|--|
| Dobbs C Edward | Parker, Hudson, Rainer & Dobbs LLP |
| 1 Anderson Eric W | Parker, Hudson, Rainer & Dobbs LLP |
| 1 Borders Sara | King & Spalding LLP |
| 1 Connolly Dennis J | Alston & Bird * |
| 1 Ferdinands Paul K | King & Spalding LLP |
| 1 Meyers Jodd | Kilpatrick Townsend & Stockton LLP |
| 1 Neff Grant T | Alston & Bird * |
| 1 Weitnauer John C | Alston & Bird * |
| 2 Cranshaw David W | Morris, Manning & Martin, LLP |
| 2 DeBorde Frank W | Morris, Manning & Martin, LLP |
| 2 Dorsey Rufus Thomas | Parker, Hudson, Rainer & Dobbs LLP |
| 2 Durlacher Erich N | Burr & Forman LLP |
| 2 Kelley Jeffrey W | Troutman Sanders LLP |
| 2 Kurzweil David | Greenberg Traurig, LLP * |
| 2 Marsh Gary W | McKenna Long & Aldridge LLP |
| 2 Watson Jason H | Womble Carlyle Sandridge & Rice, LLP (ORL) * |
| 2 Williamson Robert | Scroggins & Williamson |
| 2 Winsberg Harris Bryan | Troutman Sanders LLP |
| 3 Cifelli James | Lambersh, Cifelli, Ellis & Nason, P.A. |
| 3 Duedall Mark | Bryan Cave LLP |
| 3 Ellman Jeffrey B | Jones Day (ORL) * |
| 3 Isbell John F | Thompson Hine LLP (ORL) * |
| 3 Laddin Darryl S | Arnall Golden Gregory LLP (ORL) * |
| 3 Levengood J Michael | Law Office of J. Michael Levengood (ORL) |
| 3 Levin Matthew W | Scroggins & Williamson (ORL) |
| 3 Maloney Mark | King & Spalding LLP * |
| 3 Mercer Robert M D | Schulten Ward & Turner LLP (ORL) |
| 3 Rankin Jr James S | Parker, Hudson, Rainer & Dobbs LLP |
| 3 Stieglitz Graham H | Burr & Forman LLP |
| 3 Thomson, Jr John A | Cohen Pollack Merlin & Small, P.C. |

▶ Construction

Leading Firms

- 1 Kilpatrick Townsend & Stockton LLP *
- 1 Smith, Currie & Hancock LLP *
- 1 Sutherland Asbill & Brennan LLP *
- 2 Alston & Bird *
- 2 Troutman Sanders LLP *
- 3 DLA Piper LLP (US) *
- 3 Weinberg, Wheeler, Hudgins, Gunn & Dial, LLC

Senior Statesmen and Eminent Practitioners

Abernathy Thomas E Smith, Currie & Hancock LLP *
Keheher, Jr Thomas J Smith, Currie & Hancock LLP *
Shapiro J Ben Baker, Donelson, Bearman, Caldwell & Berkowitz, (ORL) *
Smith George Anthony Weinberg, Wheeler, Hudgins, Gunn & Dial

Eminent Practitioners

Chambers Robert C Smith, Currie & Hancock LLP *

Leading Individuals

Corgan Brian Kilpatrick Townsend & Stockton LLP
Fletcher Jennifer W Sutherland Asbill & Brennan LLP *

- | | |
|-----------------------|--|
| 1 Beck Philip E | Smith, Currie & Hancock LLP * |
| 1 Davis Lee C | Sutherland Asbill & Brennan LLP * |
| 1 Dial David | Weinberg, Wheeler, Hudgins, Gunn & Dial, LLC |
| 1 Dorris William | Kilpatrick Townsend & Stockton LLP |
| 1 Genberg Ira | Troutman Sanders LLP * |
| 1 Hafer Randall F | Kilpatrick Townsend & Stockton LLP |
| 1 Riggs Jr Frank E | Troutman Sanders LLP * |
| 1 Spangler III John I | Alston & Bird * |
| 1 Sweeney Neal | Kilpatrick Townsend & Stockton LLP |
| 2 Crewdson Robert L | DLA Piper LLP (US) * |
| 2 Hughes Jr William H | Alston & Bird * |
| 2 Klein Linda A | Baker, Donelson, Bearman, Caldwell & Berkowitz (ORL) * |
| 2 Robey Ronald G | Smith, Currie & Hancock LLP * |
| 3 Butler, III James F | Smith, Currie & Hancock LLP * |
| 3 Cole Danielle J | Blueprint Construction Law US, LLC (ORL) |
| 3 Flynn John T | Weinberg, Wheeler, Hudgins, Gunn & Dial, LLC |
| 3 Gary T Bart | Freeman Mathis & Gary, LLP (ORL) |
| 3 Henner Joseph P | Jones Walker LLP (ORL) |
| 3 Kowalski Jack | Burr & Forman LLP (ORL) |
| 3 Nelson Eric L | Smith, Currie & Hancock LLP * |
| 3 Nix Jeffrey | Troutman Sanders LLP * |
| 3 Stair Kent | Carlock, Copeland & Stair, LLP (ORL) |
| 3 Wenick George D | Smith, Currie & Hancock LLP * |
| 3 Wildman William R | Sutherland Asbill & Brennan LLP * |

▶ Energy

Leading Firms

- 1 Troutman Sanders LLP *
- 2 Alston & Bird *
- 2 Balch & Bingham LLP *
- 2 Mercer Thompson LLC
- 2 Sutherland Asbill & Brennan LLP *
- 2 Thompson Richard E
- 2 Edwards Jr Robert
- 2 Franzoni Dorothy Black
- 2 Marzo Brandon F
- 2 McCrary Dan H
- 2 Warren Thomas H
- 2 Wells Della Wager
- 2 Floyd Peter K
- 2 Koontz Eric A
- 2 Lamberski John

▶ Corporate/M&A

Leading Firms

- 1 Alston & Bird *
- 1 Jones Day *
- 1 King & Spalding LLP *

- 2 Sutherland Asbill & Brennan LLP *
- 3 Dentons US LLP *
- 3 Kilpatrick Townsend & Stockton LLP *
- 3 Paul Hastings LLP *
- 3 Rogers & Hardin LLP *
- 3 Troutman Sanders LLP *

Senior Statesmen

Hardin Edward J Rogers & Hardin LLP *

Leading Individuals

Star individuals
Baxley C William King & Spalding LLP

- | | |
|---------------------------|--|
| 1 Stockton David | Kilpatrick Townsend & Stockton LLP |
| 2 Blackburn W Stanley | Kilpatrick Townsend & Stockton LLP |
| 2 Bradley Wayne N | McKenna Long & Aldridge LLP |
| 2 Fox Steven E | Rogers & Hardin LLP * |
| 2 Jeffries M Hill | Alston & Bird * |
| 2 McMahon Teri Lynn | Alston & Bird * |
| 2 Noe Elizabeth H | Paul Hastings LLP * |
| 2 Thomas Lizanne | Jones Day * |
| 2 Zamer John E | Jones Day * |
| 3 Baltz Raymond E | King & Spalding LLP * |
| 3 Belenky Erik | Jones Day * |
| 3 DeLisle Joe | Troutman Sanders LLP * |
| 3 Dickerson Jr W Brinkley | Troutman Sanders LLP * |
| 3 Layson Frank | DLA Piper LLP (US) |
| 3 McNeill Thomas R | Bryan Cave LLP |
| 3 Ortwein William Scott | Alston & Bird LLP * |
| 3 Pascual Rey | Kilpatrick Townsend & Stockton LLP |
| 3 Smith John F | Sandy Womble Carlyle Sandridge & Rice, LLP (ORL) * |
| 3 Smith William Calvin | King & Spalding LLP * |
| 3 Townsend Keith M | King & Spalding LLP * |

▶ Energy

Leading Firms

- | | |
|-------------------------------------|-----------------------------------|
| 1 Troutman Sanders LLP * | |
| 2 Alston & Bird * | |
| 2 Balch & Bingham LLP * | |
| 2 Mercer Thompson LLC | |
| 2 Sutherland Asbill & Brennan LLP * | |
| 2 Thompson Richard E | Troutman Sanders LLP |
| 2 Edwards Jr Robert | Troutman Sanders LLP |
| 2 Franzoni Dorothy Black | Sutherland Asbill & Brennan LLP * |
| 2 Marzo Brandon F | Troutman Sanders LLP |
| 2 McCrary Dan H | Balch & Bingham LLP * |
| 2 Warren Thomas H | Sutherland Asbill & Brennan LLP * |
| 2 Wells Della Wager | Alston & Bird * |
| 2 Floyd Peter K | Alston & Bird LLP * |
| 2 Koontz Eric A | Troutman Sanders LLP * |
| 2 Lamberski John | Mercer Thompson LLC |

SPOTLIGHT

► Environment

Leading Firms

1	Kazmarek Mowrey Cloud Laseter LLP
1	King & Spalding LLP *
1	Troutman Sanders LLP *
2	Alston & Bird LLP *
3	HunterMaclean
3	Hunton & Williams LLP *
3	Kilpatrick Townsend & Stockton LLP *
3	Smith Gambrell & Russell LLP *
3	Taylor English Duma LLP *

Leading Individuals

Star Individuals

Barmeyer Patricia	King & Spalding LLP *
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1	Campbell Margaret Claiborne	Troutman Sanders LLP *
1	Henderson Douglas A	Troutman Sanders LLP *
1	Horder Richard	Kazmarek Mowrey Cloud Laseter LLP
1	Johnson Jr John H	Troutman Sanders LLP *
1	Kazmarek E A Skip	Kazmarek Mowrey Cloud Laseter LLP
2	Arnold Douglas S	Alston & Bird LLP *
2	Blount Gregory W	Troutman Sanders LLP *
2	Cloud Douglas	Kazmarek Mowrey Cloud Laseter LLP
2	Laseter Scott	Kazmarek Mowrey Cloud Laseter LLP
2	Mowrey Robert	Kazmarek Mowrey Cloud Laseter LLP
2	Oakes Leslie	King & Spalding LLP *
2	Pouncey Jr Gerald L	Morris, Manning & Martin, LLP (ORL)
2	Richardson Susan	Kilpatrick Townsend & Stockton LLP
2	Silliman Todd Dentons	US LLP (ORL) *
2	Sowatzka Adam G	King & Spalding LLP *
2	Spinrad John Arnall	Golden Gregory LLP (ORL) *
3	Brogdon Randy E	Troutman Sanders LLP *
3	Dickerson Brooke	Arnall Golden Gregory LLP (ORL) *
3	Ernst Andrew	HunterMaclean
3	Geiger Carol R	Kazmarek Mowrey Cloud Laseter LLP
3	Hill Hollister Anne	Troutman Sanders LLP *
3	Hogfoss Robert	Hunton & Williams LLP *
3	Holden G Graham	Jones Day (ORL) *
3	Jones Lewis B	King & Spalding LLP *
3	Kirkland Jimmy	Womble Carlyle Sandridge & Rice, LLP (ORL) *
3	Knowlton Leah J	Ballard Spahr LLP (ORL) *
3	Little Catherine	Hunton & Williams LLP *
3	Mezzan David M	Kazmarek Mowrey Cloud Laseter LLP
3	Moore David M	Smith Gambrell & Russell LLP
3	Morgan Christine M	Jones Day (ORL) *
3	O'Day Stephen E	Smith Gambrell & Russell LLP
3	Pendergrast Craig K	Taylor English Duma LLP
3	Rimer Andrea L	Troutman Sanders LLP *
3	Sasine Joan B	Bryan Cave LLP (ORL)
3	Sheehan Jr Gary R	Kilpatrick Townsend & Stockton LLP

► Healthcare

Leading Firms

1	Alston & Bird *
1	King & Spalding LLP *
2	Arnall Golden Gregory LLP *
2	Baker & Hostetler LLP *
2	Morris, Manning & Martin, LLP
2	Parker, Hudson, Rainer & Dobbs LLP
3	Smith Moore Leatherwood LLP *

Leading Individuals

1	Parker John	Parker, Hudson, Rainer & Dobbs LLP
1	Reed Glen	King & Spalding LLP
2	Basarrate Armando L	Parker, Hudson, Rainer & Dobbs LLP
2	Bergeson Donna P	Alston & Bird *
2	Hendrix Glenn P	Arnall Golden Gregory LLP *
2	Hudson Paul	Parker, Hudson, Rainer & Dobbs LLP
2	Keenan Robert M	King & Spalding LLP
2	Mohan Daniel J	Morris, Manning & Martin, LLP
2	Plowman Rebekah N	Jones Day (ORL) *
2	Polvino Kathlynn Butler	McKenna Long & Aldridge LLP
2	Rubinger Hedy S	Arnall Golden Gregory LLP *
2	Street Phillip	Paul Hastings LLP (ORL) *
2	Welch Sidney Summers	Kilpatrick Townsend & Stockton (ORL)
2	Wheeler Sara Kay	King & Spalding LLP
2	Baker Thomas William	Baker, Donelson, Bearman (ORL) ◊ *

3	Berg Robert N	Ellis Funk PC (ORL) ◊
3	Field Tracy M	Womble Carlyle Sandridge & Rice, LLP (ORL) ◊ *
3	Girardeau Jill	Womble Carlyle Sandridge & Rice, LLP (ORL) ◊ *
3	Herrin Barry S	Smith Moore Leatherwood LLP *
3	Jordan William H	Alston & Bird LLP *
3	Kelly James P	Kelly Law Firm PC (ORL) ◊
3	Martin Summer H	Dentons (ORL) ◊ *
3	McGinty Charlene L	Baker & Hostetler LLP *
3	Mitchelson Jr William R	Alston & Bird LLP *
3	Myers Lawrence J	Smith Moore Leatherwood LLP *
3	Pottle Steven L	Alston & Bird LLP *
3	Rawls James C	Baker & Hostetler LLP *
3	Roeder Kim H	King & Spalding LLP *
3	Rue Jonathan L	Parker, Hudson, Rainer & Dobbs LLP
3	Smith Craig	Paul Hastings LLP (ORL) ◊
3	Threlkeld Robert C	Morris, Manning & Martin, LLP
3	Watt Tobin N	Smith Moore Leatherwood LLP *
3	Williams Michelle A	Alston & Bird LLP *

► Intellectual Property

Leading Firms

1	Kilpatrick Townsend & Stockton LLP *
2	Alston & Bird *
2	Finnegan, Henderson, Farabow, Garrett & Dunner LLP *
3	Ballard Spahr LLP *
3	Greenberg Traurig, LLP *
3	King & Spalding LLP *
3	Sutherland Asbill & Brennan LLP *

Senior Statesmen

Alexander Miles	Kilpatrick Townsend & Stockton LLP
Askew Anthony B	Meunier Carlin & Curfman, LLC
Beck Joseph M	Kilpatrick Townsend & Stockton LLP
Needle Bill	Ballard Spahr LLP *
Pratt John	Kilpatrick Townsend & Stockton LLP
Swann Jerre	Kilpatrick Townsend & Stockton LLP

Leading Individuals

1	Brewster William H	Kilpatrick Townsend & Stockton LLP
1	Carron Virginia L	Finnegan, Henderson, Farabow, Garrett & Dunner *
1	Flinn Patrick J	Alston & Bird *
1	Hawkins Holmes	King & Spalding LLP
1	Jameson Louis Norwood	Duane Morris LLP *
1	Nodine Larry	Ballard Spahr LLP *
1	Taylor Roger D	Finnegan, Henderson, Farabow, Garrett & Dunner LLP *
2	Kadaba Wab P	Kilpatrick Townsend & Stockton LLP
2	Katz Joel A	Greenberg Traurig, LLP *
2	Smith III Frank G	Alston & Bird *
2	Stockwell Mitchell G	Kilpatrick Townsend & Stockton LLP
3	Davis Jr Theodore H	Kilpatrick Townsend & Stockton LLP
3	Gaudet Matthew	Duane Morris LLP *
3	Griffin III Malvern T	Sutherland Asbill & Brennan LLP *
3	Henn Jr R Charles	Kilpatrick Townsend & Stockton LLP
3	Hobbs Jr Michael D	Troutman Sanders LLP *
3	Kirsch Gregory J	Smith Gambrell & Russell LLP (ORL) ◊
3	Kuester Jeffrey R	Taylor English Duma LLP (ORL) ◊
3	Seyfarth Robin L	Paul Hastings LLP *
3	North John L Hill	Kertscher & Wharton LLP (ORL) ◊
3	Pappas Peter G	Sutherland Asbill & Brennan LLP *
3	Park Steven	Paul Hastings LLP *
3	Ragland Jr William M	Womble Carlyle Sandridge & Rice, LLP *
3	Rosenblum Robert	Greenberg Traurig, LLP *
3	Salyers Douglas D	Troutman Sanders LLP *

► Labor & Employment

Leading Firms

1	Alston & Bird *
1	Ogletree, Deakins, Nash, Smoak & Stewart, PC *
2	Fisher & Phillips LLP *
2	FordHarrison LLP *
2	Jackson Lewis P.C. *
2	Kilpatrick Townsend & Stockton LLP *
2	Polsinelli PC *
2	Seyfarth Shaw LLP *
2	Constangy, Brooks, Smith & Prophete, LLP *
2	King & Spalding LLP *
2	Littler Mendelson, PC *
2	Munger & Stone
2	Taylor English Duma LLP *
3	Troutman Sanders LLP *

Senior Statesmen and Eminent Practitioners

Boisseau Richard	Kilpatrick Townsend & Stockton LLP
Coil James	Kilpatrick Townsend & Stockton LLP

Deakins Jr Homer L	Ogletree, Deakins, Nash, Smoak & Stewart, PC *
Kilpatrick J Thomas	Alston & Bird LLP *
Mclver Tex	Fisher & Phillips LLP *

Eminent Practitioners

Wasser Neil H	Constangy, Brooks, Smith & Prophete, LLP *
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Leading Individuals

1	Ashe Jr R Lawrence	Parker, Hudson, Rainer & Dobbs LLP (ORL)
1	Cleland A Craig	Ogletree, Deakins, Nash, Smoak & Stewart, PC *
1	Griffith Patricia	FordHarrison LLP
1	Johnston Michael	King & Spalding LLP
1	Rafuse Nancy E	Polsinelli PC *
1	Wilson Stanford	Elarbee, Thompson, Sapp & Wilson, LLP
1	Wymer John F	Sherman & Howard L.L.C. (ORL)
2	Campbell Margaret H	Ogletree, Deakins, Nash, Smoak & Stewart *
2	D'Crux Jason	Morris, Manning & Martin, LLP
2	Dent Leslie	Paul Hastings LLP *
2	Ensr R Steve	Alston & Bird *
2	Gerakitis Richard	Troutman Sanders LLP *
2	Hankins Richard B	McKenna Long & Aldridge LLP *
2	Lawrence-Hardy Allegra J	Sutherland Asbill & Brennan LLP *
2	Mathis Ben	Freeman Mathis & Besy, LLP (ORL)
2	Munger Tom	Munger & Stone
2	Newman Stuart	Seyfarth Shaw LLP
2	Perowski Henry M	Arnall Golden Gregory LLP *
2	Prucino Diane L	Kilpatrick Townsend & Stockton LLP
2	Schreter Lee	Littler Mendelson, PC
2	Stone Benjamin	Munger & Stone
2	Sudbury Deborah A	Jones Day *
2	Tyson Patrick R	Constangy, Brooks, Smith & Prophete, LLP
2	Wilson Brent	Elarbee, Thompson, Sapp & Wilson, LLP
2	Wozniak Tom	Greenberg Traurig, LLP *
3	Arbuckle Christopher	Hall, Arbery, Gilligan, Roberts (ORL) ◊
3	Bartlett Brett C	Seyfarth Shaw LLP *
3	Cassilly Lisa H	Alston & Bird LLP *
3	Christopher Thomas H	Kilpatrick Townsend & Stockton LLP
3	Draper IV Clare H	Alston & Bird LLP *
3	Duffie L Traywick	Littler Mendelson, PC
3	Haas III W Melvin	Constangy, Brooks, Smith & Prophete, LLP *
3	Herring II Wade W	HunterMaclean
3	Hill Jr William B	Polsinelli PC *
3	Kelly Ashley	Arnall Golden Gregory LLP *
3	Long-Daniels David	Greenberg Traurig, LLP *
3	Matthett Sam	King & Spalding LLP *
3	McDonald J Timothy	Thompson Hine LLP (ORL) *
3	Patton Glenn G	Alston & Bird LLP *
3	Riddell Stephen	Troutman Sanders LLP *
3	Turner Daniel E	Littler Mendelson, PC

► Real Estate

Leading Firms

1	Alston & Bird *
1	King & Spalding LLP *
1	Morris, Manning & Martin, LLP
1	Sutherland Asbill & Brennan LLP *
2	Arnall Golden Gregory LLP *
2	Dentons US LLP *
2	Seyfarth Shaw LLP *
2	Troutman Sanders LLP *
3	Parker, Hudson, Rainer & Dobbs LLP
3	Taylor English Duma LLP *

Leading Individuals

1	Jordan James B	Sutherland Asbill & Brennan LLP *
1	Rusche Mark C	Alston & Bird *
2	Adams Jr Alfred G	Sutherland Asbill & Brennan LLP *
2	Block Mark A	Seyfarth Shaw LLP
2	Elliott Mark Lee	Troutman Sanders LLP
2	Farris Jr James G	Alston & Bird *
2	Fisher Scott A	Arnall Golden Gregory LLP *
2	Goodwin Timothy J	King & Spalding LLP *
2	Haley Victor P	Sutherland Asbill & Brennan LLP *
2	Hicks M Maxine	DLA Piper LLP (US) (ORL) *
2	Kamin Joshua M	King & Spalding LLP
2	Kauss Andrew	Kilpatrick Townsend & Stockton LLP (ORL)

2	Kerman Michael G	Sutherland Asbill & Brennan LLP *
2	Kraft Kenneth H	Parker, Hudson, Rainer & Dobbs LLP
2	Ryan Allison M	Alston & Bird *
2	Sheley Raymond	Sheley, Hall & Williams, PC (ORL)
2	Specht Scott A	Jones Day (ORL) *
2	Westmoreland Jr Carl E	Morris, Manning & Martin, LLP
2	Williams Andrew C	Morris, Manning & Martin, LLP
3	Dent Miriam J	Rogers & Hardin LLP (ORL) ◊ *
3	Foltz Joseph B	Womble Carlyle Sandridge & Rice, LLP (ORL) ◊ *
3	Grieb John	McGuireWoods LLP (ORL) ◊ *
3	Gryboski Thomas	Morris, Manning & Martin, LLP
3	Howell D Clayton	Sutherland Asbill & Brennan LLP *
3	Kennedy Steven L	Seyfarth Shaw LLP *
3	Plowden R Robinson	Sutherland Asbill & Brennan LLP *
3	Schultz Gregory G	Taylor English Duma LLP
3	Sharbaugh Charles	Carlton Fields (ORL) ◊
3	Skinner Philip G	Arnall Golden Gregory LLP *
3	Smith III Ted E	Paul Hastings LLP (ORL) ◊ *
3	Stevens William	Dentons US LLP *

► Tax

Leading Firms

1	Alston & Bird *
1	King & Spalding LLP *
1	Sutherland Asbill & Brennan LLP *
2	Chamberlain, Hrdlicka, White, Williams & Aughtry *
2	Paul Hastings LLP *
3	Jones Day *
3	Kilpatrick Townsend & Stockton LLP *

Leading Individuals

Aughtry David D	Chamberlain, Hrdlicka, White, Williams & Aughtry *	
Cohen N Jerold	Sutherland Asbill & Brennan LLP *	
1	Clark Reginald J	Sutherland Asbill & Brennan LLP *
1	Coalson Jr John L	Alston & Bird *
1	Gene Peter	King & Spalding LLP
1	Hishon Robert H	The Hishon Firm, LLC (ORL)
1	Kaywood Sam K	Alston & Bird *
1	Lange Mark S	McKenna Long & Aldridge LLP
1	Lokey Jr James	King & Spalding LLP
1	Marzetti Phil	Paul Hastings LLP *
1	Petrik Michael T	Alston & Bird *
1	White Benjamin T	Alston & Bird *
2	Ashraf Saba	Ballard Spahr LLP (ORL) *
2	Braudrot Jr Charles R	Morris, Manning & Martin, LLP (ORL) ◊
2	Benton Mary T	Alston & Bird *
2	Cullinan Thomas A	Sutherland Asbill & Brennan LLP *
2	Fowler Lynn E	Kilpatrick Townsend & Stockton LLP
2	Hasson Jr James K	Sutherland Asbill & Brennan LLP *
2	Hodges Charles	Kilpatrick Townsend & Stockton LLP
2	Immerman Leon Andrew	Alston & Bird *
2	Wasserman Michael G	Holt Ney Zatzoff & Wasserman, LLP (ORL)
2	Willoughby David	Rogers & Hardin LLP (ORL) *
3	Allan John M	Jones Day *
3	Altman Allen D	Greenberg Traurig, LLP (ORL) ◊ *
3	Crisafi Frank A	Bryan Cave LLP (ORL) ◊
3	Gregory Cleburne E	Arnall Golden Gregory LLP (ORL) ◊ *
3	Gries Matthew J	Sutherland Asbill & Brennan LLP *
3	Haley Nedoma A	Baker, Donelson, Bearman, Caldwell (ORL) ◊ *
3	Kay Sheldon M	Sutherland Asbill & Brennan LLP *
3	Pressgrove Jr L Wayne	King & Spalding LLP *
3	Sheppard Hale E	Chamberlain, Hrdlicka, White, Williams & Aughtry *
3	Thomas Gerald	McGuireWoods LLP (ORL) ◊ *
3	Tresh Eric S	Sutherland Asbill & Brennan LLP *
3	Wright W Scott	Sutherland Asbill & Brennan LLP *

Editor's Note: This list does not include Georgia rankings in the categories of Immigration and Litigation due to space considerations. For these and other rankings, please visit <http://www.chambersandpartners.com/guide/usa/5>

* Indicates individual with profile.

Alphabetical order within each Band.

(ORL) = Other Ranked Lawyer.

STRATEGIES

Ideas for growing business

Generation Next

SUCCESSORS CAN GET VALUABLE EXPERIENCE IN AND OUT OF FAMILY-OWNED BUSINESS

BY RANDY SOUTHERLAND
Contributing Writer

Many entrepreneurs dream of passing the family company on to their children, but doing so successfully requires far more than just assigning a corner office. Preparing the next generation can be a difficult process fraught with pitfalls that can threaten not just the family, but the health of the firm itself.

While there are many methods for preparing children for business ownership, there is no one road map for success, according to both owners and experts.

"There is no such thing as a best practice when it comes to this transition," said Gaia Marchisio, executive director of the Cox Family Enterprise Center at **Kennesaw State University**. "Every business is different. Every person is different. Every family is different."

Understanding those differences is critical to a successful transition. It's essential to understand the abilities, mindset and desires of the next generation. Perhaps the most important point of communication is figuring out whether children even want to be a part of the business.

Pano Karatassos, CEO of **Buckhead Life Restaurant Group**, didn't expect his two sons – Pano and Niko – to follow him into the highly demanding business with its long hours and never-ending demands. The longtime Atlanta company operates

Chops Lobster Bar, Bistro Niko, Pricci, and Kyma, among others.

"They were brought up with me in the business and they saw firsthand how I wasn't there for their basketball or football games," said Karatassos.



Pano Karatassos

"Would I have done it differently? If so, I would not have grown the business the way I did. They saw that."

Karatassos even thought his older son Pano might pursue a career in architecture as he had once thought of doing and even introduced his son to many of the leading firms in the city. Instead "He said, 'Dad, I want to be a chef.' He made that decision."

When his younger son also declared his intention to get into the restaurant business, Karatassos began helping them to get the right experiences that were to provide them with the training and skills they needed eventually to move into management of the company. The younger Pano serves as executive chef of the company's Kyma restaurant, while his brother Niko is



Michael Russell did a stint with John Portman's firm before returning to H.J. Russell & Co. to work for his father.



LEGAL STRATEGIES

Dan Kolber is an Atlanta attorney and owner of Intellinvest Securities Research Inc..

✉ DAN@KOLBER.COM

IS IT FRAUD?

Recent case shows danger of lending money without full disclosure

Top Wall Street law firms recently announced that starting salaries for new lawyers would be raised to \$180,000. Large firms in smaller markets, raised their starting annual salaries as well, in Atlanta to as high as \$150,000. One ripple effect is the smaller law firms raise their salaries and, therefore, their hourly rates. As a result many businesses defer getting legal advice, or opt for the bare minimum.

For example, if a business borrows money from a lender, other than a bank, many think that all you need is a simple IOU or promissory note stating the maturity of the loan, the amount of the loan and the interest rate.

That works in the majority of loans. But the better practice, if you can afford the extra legal fees, would be to have another agreement, called a Note Purchase Agreement, that makes it clear as to how the proceeds of the loan will be used, confirms that the lender understands the risks of the business, and may put certain restrictions on the business to ensure that it is operating

► KOLBER'S TIPS

1. A loan agreement itself can be short but full of attachments such as financial statements, a business plan and a budget, all certified true by the borrower.
2. Common restrictions in a loan agreement include salary caps and restrictions on capital and operating expenses until the loan is repaid.
3. A convertible promissory note can state that instead of receiving money in repayment of the loan, the lender could opt to take stock in the company.
4. The best way to increase the likelihood of repayment is to collateralize the loan, most commonly with real estate. Another way is to have a creditworthy third-party guarantee payment.

in a prudent manner until the loan is repaid.

The Georgia Court of Appeals in May decided a case, *Sims v. Natural Products of Georgia LLC*, that illustrates what happens when a lender and borrower do not clearly communicate with each other when papering the loan.

The two owners of Natural Products decided to start a business to produce tomatoes year round in a greenhouse. They needed \$1.5 million to launch the

business. James Sims agreed to lend the company \$150,000 in return for a promise to be repaid a total of \$525,000 in semi-annual installments over several years. When Natural Products defaulted on the payment of the promissory note, Sims sued the company and its two owners.

Sims claimed he was defrauded under Georgia's fraud laws. He also sued under the state securities act which makes it unlawful to defraud another

in connection with the purchase or sale of a security. A promissory note is a security.

Sims' main complaint was that the two owners of Natural Products used the proceeds of the loan to pay themselves weekly salaries of \$600 each, rather than construct greenhouses as he claims he was led to believe.

The judge in the trial court entered a default judgment against Natural Products on the promissory note for its failure to file an answer. However, the trial judge, with the Court of Appeals affirming, said, "No fraud" because fraud cannot be predicated on a promise to perform some act in the future unless the person making the promise has no intent to keep the promise. In other words, it is fraud to make present misrepresentations of fact as to intent or the ability of the borrower to repay but it is not fraud to fail to fulfill a future promise.

The lesson is that all loans should include an agreement as to how the loan proceeds are to be spent.

CONTINUED FROM PAGE 31A

president and chief operating officer.

A successful transition also requires that business owners bridge the gap that sometimes develops between generations. Young people are often less inclined to wait their turn and pay dues than their elders. That can seem like a sense of entitlement, according to Stacy Campbell, a professor at Kennesaw State University who has done research in generation differences within family businesses.

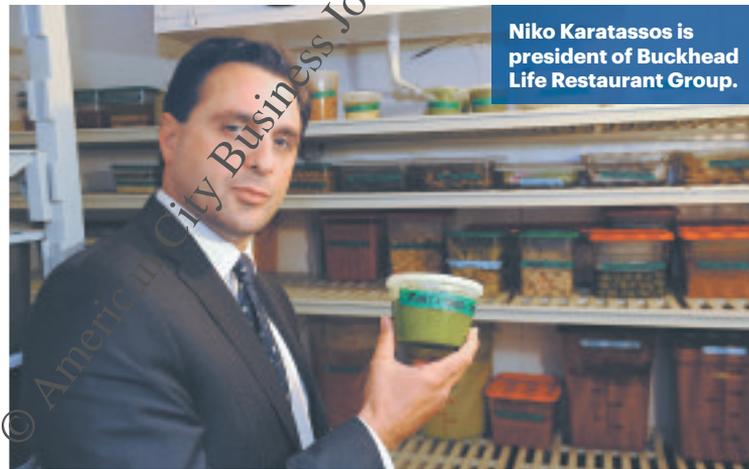
"They've grown up in this world of technology that allows them to work anywhere," she said. "So they still want a lot of money, but they want their time off. The older generation can have a hard time with that. So the first thing I recommend is understanding expectations (of different generations.)"

Parents should talk to younger family members to both understand their expectations, while also conveying their own.

"The other thing is to leverage some of their strengths," she said. "A lot of people focus on the negative side of the generational differences. If you look at the generation, besides being tech-savvy, they have grown up with diversity. They embrace diversity. They have a lot of this entrepreneurial spirit."

They often come into the business with both more experience and education along with a need to follow their own path. They may seek to expand the business in a new direction or "start their own business within or under that umbrella. Let them be entrepreneurial is something we recommend," said Campbell.

Most successful transitions begin with



Niko Karatassos is president of Buckhead Life Restaurant Group.

BYRON E. SMALL

children striking out on their own to gain experience and confidence in outside businesses. After graduating from college, Michael Russell did a stint with John Portman's firm before returning to **H.J. Russell & Co.** to work for his father.

"The advantage is it gives you an outside perspective of how things work and how business is conducted," said Russell, who is now CEO of the Atlanta construction firm. "For me it helped to develop a professional base of relationships that I wouldn't have gotten if I had gone back with the family company."

Before taking over the company, Russell had not only to work his way up, but also prove that he had the abilities to lead the firm.

"That's a good approach and that was his philosophy to prove yourself," he said.

He moved up in the company until he finally reached upper management.

In fact, the elder Russell was only willing to pass the company along to his children if they proved capable of managing it.

"He would like to (pass the company on) if his family showed the wherewithal to run the business," he said. "His plan was to expose us to the business and see if we were ready."

Today, Russell's brother works in the company, while their sister runs a separate business devoted to airport concessions.

Many children also get their first taste of what it's like to work for the company through summer jobs. Russell worked as a laborer on a construction site. Pano and Niko Karatassos worked as busboys, waiters and assistant managers before moving up to actually run the company.

"It's invaluable for them to learn the ins and outs of the business and to understand the driving factors of the business," said Karatassos. "A lot of it is hands-on experience both front and back of the house and exposing them to the details that makes this business successful. Running a restaurant is not a big thing. It's just a thousand little things."

While gaining experience at different levels of the company is a vital path to understanding the business, owners should make sure the jobs fit the family member. Putting a high schooler to work running errands is one thing, but is a waste of talent once they're more experienced.

"If someone goes away to school and get a degree, don't start them in the mail room or the warehouse," said Campbell. "In reality they're not going to start there at any other company."

The success of a family business is not only determined by children meeting the expectations of their parents, but also being able to get along with siblings and other relatives who may be employed in it as well.

"It does have its challenges and advantages," said Russell. "He is my brother and fortunately we get along well personally. So he is somebody who I know has the same vested interests as I do."

Shared ownership of the company requires working out any differences of philosophy or approaches to decision-making. Many families, like the Russells, turn to outside consultants to help them develop successful management approaches and "who help us get unified as a family," said Russell.

CALENDAR



Atlanta Conference and Expo 2016: 8 a.m.-5 p.m. Crowne Plaza Ravinia, 4355 Ashford Dunwoody Road, Atlanta. ACE is the largest forum dedicated to raising the skill level and expertise of the talent development professional in the Southeast. Meet, network and be surrounded by today's sharpest minds and tomorrow's leaders in learning strategies, ideas and technologies. www.astdatlanta.org \$129 members, \$159 nonmembers, \$79 students.



MBA and MSIS Information Session: 6 p.m.-8 p.m. Kennesaw State, 3333 Busbee Parkway, Suite 431, Kennesaw. We will introduce you to Kennesaw State and the Coles College, discuss the application process, and introduce you to the courses and processes that comprise the MBA program. We will also discuss our dual programs, WebMBA and MSIS program. <http://coles.kennesaw.edu/events>

Chairman's Cabinet Economic Outlook Breakfast: 7:30 a.m.-9 a.m. Forsyth County Conference Center, 3410 Ronald Reagan Blvd., Cumming. Frank K. Norton Jr., president of the Norton Agency, shares insights into the economic status of Northeast Georgia, the Georgia 400 corridor and Forsyth County as well as predictions for the future from his company's Native Intelligence Report. Please RSVP to Theresa Capehart at cfcoc@cummingforsythchamber.org

Civic Hack Night: 7 p.m. Atlanta Tech Village, 3423 Piedmont Road N.E., Atlanta. Civic Hack Nights are all about getting stuff done. We start off by learning about civic projects attendees have brought and then divide ourselves into small groups to get to work. We also organize a few general interest groups for brainstorming new projects. To register go to <http://atlantatechvillage.com/events/upcoming/civichack-night-12>

Georgia Association of Business Brokers: 9:30 a.m.-noon, South Terraces Conference Center, 115 Perimeter Center Place, Atlanta. Lee Cuthbert, a location specialist for Georgia's film, music and digital entertainment office, will speak about the impact of the film industry on Georgia's economy. For more information Greg DeFoot at

president@gabb.org or call Diane Loupe at 404-374-3990.



Club Wealth Real Estate Coaching: 10 a.m. Atlanta Tech Village, 3423 Piedmont Road N.E., Atlanta. You will learn: listing lead generation, lead follow up systems, scripts and techniques, lead conversion to appointment. The 37-minute guaranteed listing presentation, 44-point listing appointment checklist "You must list to last." FREE



CAP/ADID Town Hall Meeting: 7:30 a.m.-9 a.m. Georgia-Pacific Auditorium, 133 Peachtree St. N.E., Atlanta. These informal public meetings are designed to keep the community "in the know" on downtown's progress, and all are invited to attend, especially stakeholders, residents, employees and employers involved in the city center.

Hiring Our Heroes: 11 a.m.-2 p.m. Turner Field. Join us for a one-of-a-kind event featuring a hiring fair, networking opportunities and workshops tailored for veteran job seekers, active duty military members, guard and reserve members, and military spouses. To register go to Hiringourheroes.org

TAG on Campus Roundtable: 11 a.m.-1 p.m. University of Phoenix-DeKalb Learning Center, 2600 Century Center Drive, Atlanta. TAG on Campus partnered with The University of Phoenix School of Business is pleased to invite you to attend a Lunch and Learn Roundtable Discussion titled "Work Readiness: Addressing the gap between education and workforce preparedness." www.tagonline.org \$10 members, \$20 nonmembers

Real Estate Roundtable: 11:30 a.m.-12:30 p.m. Post Road Library, 5010 Post Road, Cumming. The Real Estate Roundtable meets quarterly in an effort for local real estate professionals to network and share information pertinent to the real estate market. Join us for an update on Forsyth County Schools from Superintendent Dr. Jeff Bearden. Members FREE, \$30 nonmembers. www.cummingforsythchamber.org members,

Real Estate Roundtable: 11:30 a.m.-12:30 p.m. Post Road Library, 5010 Post Road, Cumming. The Real Estate Roundtable meets quarterly in an effort for local real estate professionals to network and share information pertinent to the real estate market. Join us for an update on Forsyth County Schools from Superintendent Dr. Jeff Bearden. Members FREE, \$30 nonmembers. www.cummingforsythchamber.org members,



Leadership & Finance Series, Christians in Business: 6 p.m.-8:30 p.m. Smart Money Network,

8200 Mall Parkway, Suite 180, Lithonia. You will have the opportunity to connect with like-minded business professionals, receive expert tips and expand your network. Panelists include Dedry Johnson, Smart Money Network; DeMark Liggins, SCLC; Desmond McCain, 4:13 Capital and Dayna Thomas, Dayna Thomas Law. FREE

Art of Networking & Building Relationships: 10 a.m.-11:30 p.m. The Ritz-Carlton Atlanta, 181 Peachtree St., Atlanta. Lance Robertson, master networker, CEO, rmg-eco, will teach you his top 10 steps and actions items of how he built one of the most powerful and diverse professional networks in America.



AGLCC U: Small Business Extreme Makeover Event: 5:45 p.m.-8 p.m. First Data's Learning & Innovation Center, 5565 Glenridge Connector, Atlanta. First Data has the resources to help small businesses with any payment processing needs. Join us to learn exactly how to process the lifeblood of your business, your money! FREE



QuickBooks One-on-One: 2 p.m.-4 p.m. Metro Atlanta Chamber of Commerce, 240 Interstate North Parkway S.E., Atlanta. These sessions are designed with you, the client, in mind. Before the class, we contact you to discuss an agenda to meet your specific needs. With individual help, think how quickly your understanding of QuickBooks will increase!



Tech Talk, 8 Second Emails: 3:30 p.m.-6 p.m. Metro Atlanta Chamber, 235 Andrew Young International Blvd. N.W., Atlanta. Learn tips and best practices to combat short attention spans in meeting emails. www.metroatlantachamber.com

Decoding Design, How Good Design Leads to Good Business: 7 p.m.-9 p.m. General Assembly, Ponce City Market, 675 Ponce De Leon Ave. N.E., Atlanta. In this free event, experts will help you understand how design that is flexible, durable, shareable and distinctive can add value and meaning to your brand. <https://generalassembly/atlanta>



Project Management Introduction; Fundamentals of Successful Projects: Through Aug. 10, 8:30 a.m.-4:30 p.m. Georgia Tech Global Learning Center, 84 5th St. N.W., Atlanta. This course serves as an introduction to all 10 knowledge areas of A Guide to the Project Management Body of Knowledge - established by the PMI, as the industry standard for project management instruction. <https://pe.gatech.edu>

Small Business Seminar: 7:45 a.m.-9 a.m. Greater Hall Chamber of Commerce, 230 E.E. Butler Parkway, Gainesville. Christopher Hanks, founder & executive director, KSU Entrepreneurship Center, Coles College of Business, Kennesaw State University, will lead this seminar on employee motivation. FREE for members, \$5 nonmembers



Atlanta Career Fair: 11 a.m.-3 p.m. The Westin Peachtree Plaza, Atlanta, 210 Peachtree St., N.W., Atlanta. Best Hire Career Fairs will be hosting a huge live hiring event in Atlanta. You will get your chance to meet the hiring decision makers from the area's best employers in Atlanta. FREE



UGA SBDC Credit School: 8:30 a.m.-4 p.m. 2296 Henderson Mill Road, Suite 404B. A full-day intensive boot camp specifically designed for minorities, women, veterans and the disabled. To register go to www.georgiasbdc.org/uga-sbdc-credit-school.

Georgia Hispanic Chamber of Commerce: 9 a.m.-10 a.m. 99 West Paces Ferry Road, Suite 200, Atlanta. New and renewing member orientation breakfast. <https://ghcc.org/> events



2016 Annual Black Business Expo: 1 p.m.-4:30 p.m. Georgia State University Student Center, 55 Gilmer St., Atlanta. The Black Business expo is the most anticipated networking, exhibition show, and conference event for business professionals, business owners, and entrepreneurs. Are you ready to catapult your business to the next level? FREE



Fortune 500 CEO Panel: 11:30 a.m.-1:15 p.m. Infinite Energy Forum, 6400 Sugarloaf Parkway, Duluth. This moderated panel will provide an inside look into the success of Gwinnett's Fortune 500 companies and the stories behind those who spearhead them.

ProAlliance 2016: 7:30 a.m.-9 a.m. GNFC Office, 11605 Haynes Bridge Road, Building 400, Suite 100, Alpharetta. Join us every Wednesday for early morning networking! This format allows you to share information about your business, work in a non-threatening environment, develop leads for potential new business and help others reach their goals. \$5 members, \$10 nonmembers



Terry Third Thursday: 7 a.m.-9 a.m. Terry Executive Education Center, Live Oak Square, 3475 Lenox Road, Atlanta. M. Troy Woods, chairman of the board and CEO, TSYS, will be our speaker. To register go to www.terry.uga.edu/events/terry-third-thursday.

Education-to-Workforce Launch Event: 9:30 a.m.-11 a.m. Metro Atlanta Chamber, 235 Andrew Young International Blvd. N.E., Atlanta. Learn how you can get involved as a Georgia business, educator or policymaker to close the gap; how you can engage with Georgia students and jobseekers to promote informed career decisions; and how you can participate in the go-forward recommendation activities, including school and employer awareness pilots. For more information please contact Karmelle White at kwhite@macoc.com



AMBCC Open House: 9:30 a.m.-1:30 p.m. Herzing University, 3393 Peachtree Road N.E., #1003, Atlanta. The Atlanta Metropolitan Black Chamber of Commerce encourages any prospective member and guest to attend its open house forums. Come to gain insight on how the AMBCC can help you attain your professional goals and objectives.



Annual Community Healthcare Reform Seminar: 8 a.m.-noon. Brenau Downtown Center Theatre. Learn what the experts are saying about the state of healthcare

and insurance industries at the healthcare reform update for the community. Speakers will provide the latest regulations and navigate through legislation to help you develop an action plan for your company and hear from a panel of experts. Please RSVP to Amanda Lewis at 770-532-6202 ext. 111.

Starting a Business: 6 p.m.-9 p.m. UGA Gwinnett Campus, 2530 Sever Road, Lawrenceville. Topics for discussion include: personal, market, and financial feasibility; legal obligations for your business; estimating start-up costs and cash flow projections; financing alternatives; failure factors; and business planning. Presented by an experienced business professional, the course includes a detailed business start-up guide and other valuable handouts. To register go to www.georgiasbdc.org/training/?center=gwinnett.

The CIO Executive Leadership Summit: 7 a.m.-6 p.m. The St. Regis Atlanta, 88 West Paces Ferry Road N.W. Atlanta. Highly interactive sessions will provide many opportunities for attendees, speakers and panelists to be engaged in both learning and discussion. The objective of the day is to deliver high quality useful information that attendees can develop into an action plan. <http://www.bizjournals.com/atlanta/calendar/515142>



Cobb Opportunity Outlook: 7:30 a.m.-11 a.m. Strand Theatre, 117 N. Park Square, Marietta. The Council for Quality Growth and Revitalize Marietta will host a half-day forum with stakeholders, developers, and county leadership to explore the development opportunities within Cobb County. To register please contact Nikki Doughtie at 770-813-3372. \$45 members, \$65 nonmembers



Most Admired CEO Awards: 7:30 a.m.-9:30 a.m. Georgia Aquarium, 225 Baker St., Atlanta. Perception is everything: Do your employees see you as a leader? This is the question The Atlanta Business Chronicle will ask all CEOs for the third annual program showcasing the Atlanta area's Most Admired CEOs. <http://www.bizjournals.com/atlanta/event/143972#register>

PEOPLE ON THE MOVE

Local lawyer moonlighting as children's author

BY DAVE WILLIAMS
Staff Writer

Sometimes, if you want something done right, you've got to do it yourself.

That was **Ryan Rivera's** thinking two years ago when the commercial real estate lawyer and **University of Iowa** alumnus from Cobb County wrote a children's book about his alma mater.

He was in the market for children's literature because his wife had just given birth to a baby boy. He found a children's book about **Auburn University**, his wife's old school, but discovered the last one about the University of Iowa was a decade old.

"I said, 'Someone should write a new Iowa children's book,'" Rivera said. "My wife said, 'You can do it.'"

Out of that domestic challenge emerged "I is for Iowa," published last July by Herndon, Va.,-based **Mascot Books Inc.**, an independent publisher that started with a children's book in 2003 and still devotes a major portion of its business to children's literature.

Rivera, 37, a partner with **Hartman Simons & Wood LLP**, said he first put pen to paper during the Labor Day weekend of 2014 while he was feeding his then-infant son.

"When I was giving him a bottle one night, I just started to write it on my phone," he said. "It took two weeks. ... They had one letter they wanted me to clean up. Otherwise, they loved it."

"I is for Iowa" uses the alphabet to highlight various locations around the university campus or other symbols for the school that will be familiar to alumni and perhaps elicit pangs of nostalgia.

"K" is for Kinnick Stadium, where the Hawkeyes football team plays its home games. "H" is for Herky, the Hawkeye mascot. "U" is for Iowa Memorial Union, the central on-campus meeting spot for students.

"We're trying to teach our son the ABCs," Rivera said. "I have a new appreciation for the alphabet."

Rivera said the most time-consuming portion of the book project was the illustrations splashed across every page, which took about six months. He said he went to the publishers' website to compile a list of 10 finalists, then Mascot Books narrowed that list to three.

"Adam Schartup did a test sketch of the first letter," Rivera said. "As soon as I saw it, I said, 'That's the guy.'"

Josh Patrick, Mascot's director of marketing and children's content acquisitions, said "I is for Iowa" follows a formula for children's books that Mascot has used since its inception. The book that launched the company was "Hello Hokie Bird," written by a **Virginia Tech** alumnus, lawyer Naren Aryal, for his young daughter



JOANN VITELLI

RYAN RIVERA

Born in: Chatham, Ill.

Lives in: Smyrna

Age: 37

Current job: Partner, Hartman Simons & Wood LLP

Education: Bachelor's degree, University of Iowa; law degree, Emory University

Family: Wife, one son

Hobbies: Children's book author, long-distance running

after he took her to a football game on the university's Blacksburg, Va., campus.

"She didn't care about football but wanted to read about the Hokie bird mascot," Patrick said. "When the book took off, we said, 'We've come across something here.'"

Patrick said the formula established by "Hello Hokie Bird" has been repeated over and over again. Mascot has published about 1,700 children's books since 2003 and expects to reach the 2,000 mark by the end of this year, he said.

Books about **The University of Georgia**, **Georgia Tech** and **Morehouse College** are among the titles.

"Books that have a specific niche audience like that tend to be more successful," Patrick said. "'I is for Iowa' has been a great success."

Rivera said one of the results of publishing the book that he has enjoyed the most

has been getting out to promote it. He traveled to the Hawkeye campus in Iowa City, Iowa, last fall for book signings held on football game days, and did a reading at an elementary school there.

It didn't hurt that the Hawkeyes had a particularly strong year, finishing the regular season undefeated at 12-0, a showing that earned them a trip to the Rose Bowl in Pasadena, Calif.

Rivera said he has another book signing set for Sept. 10, when the Hawkeyes host rival Iowa State.

While Rivera continues to promote "I is for Iowa," he's working on another alphabet book he hopes to publish through Mascot next February. "A is for Atlanta" will feature many of the city's major venues, including **Centennial Olympic Park**, **Stone Mountain** and the **Georgia Aquarium**.

Rivera said the text for the book has

been approved. The next step will be hiring an illustrator, he said.

"I'm really excited about the Atlanta book because I'll be able to promote it locally," he said.

Whether writing children's books ever evolves from a hobby into a career for Rivera is uncertain. For now, he said, combining the two isn't difficult.

"I can do it at night and on weekends," he said. "It's a nice diversion from the day job."

▶ EXECUTIVE PROFILE

If you know any executive whose hobby – or day job – is unusual enough to be in print contact Lisa R. Schoolcraft at lschoolcraft@bizjournals.com.

PEOPLE ON THE MOVE

► Banking



Steve Hyde

First Landmark Bank has hired Steve Hyde as executive vice president/market president in North Fulton, Alpharetta, Cumming and surrounding areas.



Alaina Owens

Midtown Bank, a division of First Landmark Bank, has hired Alaina Owens as vice president, commercial lending and business development

► Board



Katharine Mobley

Keyv has named Katharine Mobley to its board of advisors.



T.R. Benning III

A.G. Rhodes Health & Rehab Board of Trustees has elected T.R. Benning III as a member.



Larry Minnix

A.G. Rhodes Health & Rehab Board of Trustees has elected Larry Minnix as a member.



Michael Planer

American Council of Engineering Companies has elected Michael Planer to serve as director on ACEC Georgia's Board of Directors.

► Construction



Peter Bruno

HNTB Corp. has hired Peter Bruno as a senior project manager.



Mark Tillman

Kennesaw State University has named Mark Tillman as dean of the WellStar College of Health and Human Services.

► Engineering



Mickias Adera

NOVA Engineering & Environmental LLC has hired Mickias Adera as a staff professional for the building envelope department.



Doug Yarbrough

NOVA Engineering & Environmental LLC has hired Doug Yarbrough as a project professional for the building envelope department.



Brian Steele

NOVA Engineering & Environmental LLC has hired Brian Steele as a geologist.

► Finance



Joshua Walzer

Fifth Third Bank has hired Joshua Walzer as vice president and investment executive.



Don Ramon

Intact Solutions Group LLC has named Don Ramon a partner and managing director.



Frederick Wright

Brightworth has hired Frederick Wright as a wealth advisor.

► Health Care



Fabio Van Der Merwe

DeKalb Community Service Board has promoted Fabio Van Der Merwe to chief operating officer.



Julie Overton

True Health Diagnostics has hired Julie Overton as its first clinical health consultant and certified diabetes educator in Georgia.

► Law



Henry C. DeBardeleben IV

Weinberg Wheeler Hudgins Gunn & Dial has named Henry C. DeBardeleben IV partner.



Marvis Jenkins

Smith Moore Leatherwood has hired Marvis Jenkins for the transportation team.

► Technology



Bruce Bleikamp

Cimcorp has hired Bruce Bleikamp as sales manager.

► Achievements



Scott Miller

Castle Connolly Medical Ltd. has named Dr. Scott Miller a "National Top Doctor."



Annette Idalski

The College of Labor and Employment Lawyers has elected Annette A. Idalski as a fellow.



Mark Tipton

The Buckhead Coalition has added Mark Tipton to its membership.



Christian Laase

Bankers Life has named Christian Laase its Top Regional Director for 2015.



Stanley M. Fineman

Castle Connolly Medical Ltd. has named Dr. Stanley M. Fineman a Top Doctor.

► Achievements



Erinn T. Gardner

Castle Connolly Medical Ltd. has named Dr. Erinn Gardner a Top Doctor.



Linda D. Guydon

Castle Connolly Medical Ltd. has named Dr. Linda D. Guydon a Top Doctor.

► Honors & Awards



Former Supreme Court of Georgia Justice Leah Ward Sears of Atlanta was honored with the 2016 Thomas R. Burnside Excellence in Bar Leadership Award, Bar of Georgia. The first African-American to serve as a Superior Court judge in Fulton County, Sears was appointed to the Supreme Court of Georgia in 1992, making her the first woman and youngest person ever to sit on the state's highest court. (L-R) Haskell Ward (husband of Justice Sears), Justice Leah Ward Sears and State Bar of Georgia president Robert J. Kauffman.

► SEND US YOUR PEOPLE

Atlanta Business Chronicle accepts People on the Move submissions online at www.AtlantaBusinessChronicle.com/potm. We welcome information about any Atlanta-area business person who has been promoted, joined a new company or received an award. Include name, position, and photo of the person (see photo requirements online), along with company contact name and phone number in case additional information is needed.



Employers & Lawyers. Working Together

LEADS

Information to build your business

The Courts

Bankruptcies

NORTHERN DISTRICT OF GEORGIA

ATLANTA DIVISION

Chapter 7

Jireh Oam Transport LLC, 3759 Westchase Drive, Marietta 30006; Assets, \$0; Debts, \$25,061; Major Creditor, Homero Ramirez, \$14,106; Secured, \$0; Unsecured, \$25,061; Attorney, William C. Burn; Judge Baisier, case No. 16-61805, July 6.

Gulf Coast Construction Inc., 2148 Parador Bend, McDonough 30253; Assets, \$616,078; Debts, \$0; Major Creditor, NA; Secured, \$0; Unsecured, \$0; Attorney, A. Christopher Nogales, Judge Diehl; case No. 16-61905, July 7.

Chapter 11

H.L.B. Universal Enterprises Inc., 1100 Peachtree St., Suite 200, Atlanta 30309; Assets, \$0 to \$50,000; Debts, \$50,001 to \$100,000; Major Creditor, NA; Secured, NA; Unsecured, NA; Attorney, pro se; Judge Ellis-Monro; case No. 16-61813, July 6.

Judgments

COBB COUNTY

Easton Baseball/Softball Inc. vs. Brooks South LLC, \$24,625, plaintiff, case No. 15A 3245, June 30.

Itria Ventures LLC vs. Atlanta Refrigeration Service Co. LLC/John D. Spivey, \$34,116, plaintiff, case No. 16A 674, June 30.

Wells Fargo Bank vs. Y.W. Top Cleaner Inc., \$49,766/8,264, plaintiff, case No. 15A 2980, June 30.

SunTrust Bank vs. C2 Unlimited LLC, \$48,859, plaintiff, case No. 15A 3233, June 30.

DEKALB COUNTY

Ferguson Receivables LLC/Ferguson Enterprises Inc. (foreign judgment-Walton Co.) vs. Garys Grading & Pipeline Co. Inc., \$15,318, plaintiff, case No. 15 SU CV 1543, June 22.

SunTrust Bank vs. Expressiva Inc., \$59,366, plaintiff, case No. 16A 58708, June 20.

First Citizens Bank & Trust Co. fka First Citizens Bank as successor in interest to Atlantic Bank & Trust vs. 301 Center Street LLC/Robert O'Connor/Edward Parker, \$102,000, plaintiff, case No. 16A 59384, June 20.

ABOUT THIS SECTION

READER'S GUIDE

This section includes a collection of information gathered from metro area courthouses, government offices and informational Web sites. By using Leads, you can find new and expanding business and new customers. You can detect the area's commercial and residential hot spots. And you can unearth clues about the financial condition of your vendors, customers or competitors. Each section, except for Bankruptcies, is separated by county. All entries are listed under the county in which they were filed.

EMAIL EDITION

To buy Leads information for Atlanta and more than 40 other markets, call 877-593-4157, or see bizjournals.com/leads. The information is available on disk or via e-mail and arrives earlier than the published version.

Nationwide Affinity Insurance Co. vs. Benjamin Choice/B.P. Crush Holdings International Inc., \$26,313, plaintiff, case No. 14A 51289, June 21.

CACH LLC as assignee of Bank of America N.A. vs. Kem D. Sherrell dba Masonry Stain Service, \$17,401, plaintiff, case No. 15A 57597, June 21.

INDEX

Bankruptcies	36A
Judgments	36A
Lawsuits Filed	36A
Federal Tax Liens Filed	37A
Federal Tax Liens Released	38A
State Tax Liens Filed	38A
State Tax Liens Released	38A
New Businesses	38A
Building Permits Commercial	38A
Real Estate Transactions - Commercial	38A
Real Estate Transactions - Residential	38A

SunTrust Bank vs. Expressiva Inc., \$59,366, plaintiff, case No. 16A 58708, June 21.

North American Specialty Systems Inc./A. Okubo/Idowu, \$119,117, plaintiff, case No. 15 CV 2000, June 27.

Greater Gourmet Plumbing Inc. aka Doretail Properties Inc., \$67,024, plaintiff, case No. 25 CV 0285, June 28.

FULTON COUNTY

Sherr Rentals Inc. vs. Crystal Springs Recovery Group Inc. c/o agent Richard W. Zelliff (foreign judgment-Haralson Co.), \$52,874, plaintiff, case No. 15 SU CV 357, June 22.

Payrolling Partners Inc. vs. William Edwards & Associates dba Allstate, \$20,744, plaintiff, case No. 09 V5 170849, June 14.

Manheim Remarketing Inc. dba Manheim Georgia/Manheim Albany vs. Pure Auto Sales Inc., \$16,105, plaintiff, case No. 15 EV 001583, June 14.

Meritex Atlanta Industrial LLC vs. Global Cable and Electronics LLC, \$156,747, plaintiff, case No. 16 EV 000393, June 14.

Connell Properties LLC vs. The Liv Group LLC, \$27,750, plaintiff, case No. 16 EV 000598, June 14.

John M. Ford vs. Bark Ave. Pet Resort Inc., \$60,912, plaintiff, case No. 10 EV 010715, June 14.

C.S. Packaging Inc. vs. Target Response Group LLC, \$19,000, plaintiff, case No. 15 EV 004558, June 14.

A.C.P. Peachtree Center LLC vs. Infinite Ediscoversy Solutions Inc., \$25,412, plaintiff, case No. 16 DD 000057, June 15.

Hembree S.P.E. LLC vs. Smart Business Technology Inc., \$17,600, plaintiff, case No. 16 DD 000060, June 15.

Rosewood at Southend LLC vs. Concord Builders & Development LLC, \$56,866, plaintiff, case No. 15 CV 267055, June 20.

Jame and Jeannette Hogue vs. Federspiel Development LLC dba Federspiel Custom Homes LLC, \$29,367, plaintiff, case No. 16 CV 5427, June 17.

C.R.E. Venture 2011-1 LLC vs. The Plaza at Sunnive Station LLC, \$6,632,338, plaintiff, case No. 15 CV 266717, June 20.

C.R.E. Venture 2011-1 LLC vs. CBMT LLC aka CBMT Northwinds LLC, \$6,632,338, plaintiff, case No. 15 CV 266717, June 20.

Marshall McCabe vs. Roswell Food Group Inc., \$59,976, plaintiff, case No. 16 CV 269051, June 20.

Bennett Street Properties L.P. vs. Bella's Best LLC/Kim and Emmanuel Grady/Bella's Best Organic Gourmet, \$22,416, plaintiff, case No. 15 ED 014304, June 20.

States Resources vs. Melvin Collins/Linco Developers LLC, \$52,092, plaintiff, case No. 08 EV 004674, June 23.

WINNETT COUNTY

Caterpillar Financial Commercial Account Corp. vs. Alpha National Transportation Services Inc., \$19,399, plaintiff, case No. 15 CV 04906 54, June 15.

SunTrust Bank vs. T.D. Akers Mill Square LLC/Noah B. Patel/Innova Concepts LLC, \$326,185, plaintiff, case No. 16A 02586 8, June 15.

Angela Stephens vs. Lucille Allen/Mo' Money Taxes LLC, \$35,680, plaintiff, case No. 16C 00429 55/08C 05442 55, June 28.

Rackspace Hosting Inc. vs. Give Media Inc., \$158,771, plaintiff, case No. 15C 03421 56, June 16.

Direct Capital Corp. vs. Danckaert Woodworking Machinery Co./Marc E. Criau, \$19,219, plaintiff, case No. 16A 00822 6, June 21.

Clock Tower Investments LLC vs. Atlanta Better Computing LLC/vu Hoang/Khanh Duong, \$23,336, plaintiff, case No. 15A 11386 8, June 22.

On-Site Fuel Service Inc. vs. Banner Energy LLC/Lothario Tolbert, \$276,621, plaintiff, case No. 15C 06466 51, June 23.

Daryl Williams vs. The Rogel Co., personal injury/tort, case #16A 1756, June 29.

Lindsay Morrison vs. Blue Cross Blue Shield Health, type, NA, case #16 1 05181 56, June 30.

Metropolitan Technologies Inc. vs. American Seniors Assoc. Holding Group Inc., contract, case #16A 1767, June 30.

Nuesoft Technologies Inc. vs. Cannon Managerial Office Consulting Co., contract, case #16A 1770, June 30.

John Howell vs. Great Southern Wood Preservation Inc./Koppers Performance Chemicals Inc./Multi Trade Construction LLC, type, NA, case #16 1 05214 52, July 1.

Robert Lawson III vs. Boy Scouts of America Inc./Estate of Gene Bobo/Northeast Georgia Council Inc. et al., type, NA, case #16 1 05042 99, June 27.

Berky Net Underwriters/Starnet Insurance Co. vs. Waters Construction Inc., account, case #16A 1723, June 27.

Andrea M. Willkerson vs. Baldwin Paving Co. Inc./Michael Howell, personal injury/tort, case #16A 1724, June 27.

Family Savings F.C.U. vs. Ramahi Inc./Car Zone, account, case #16A 1725, June 27.

U.S. Music Corp. vs. Atlanta Pro Percussion Inc./Edward Hamrick, contract, case #16A 1731, June 27.

Nuesoft Technologies Inc. vs. New Concepts Billing and Consulting LLC, contract, case #16A 1734, June 27.

Jacob Nesmith vs. Marquise Investments LLC/Marquis View Apartments, type, NA, case #16 1 05050 49, June 28.

Real Estate Mortgage Network Inc. vs. Juanita Shaughnessy/Robin Shaughnessy/Bank of America N.A., declaratory judgment, case #16 1 05066 51, June 28.

North Georgia Auto Brokers Inc. vs. A.B. Partners L.P., declaratory judgment, case #16 1 05069 56, June 28.

EADS Distribution LLC dba Control Equipment Sales vs. Abutec Industries Inc., contract, case #16A 1715, June 28.

Morgan B. Sherrod vs. Hamkor Enterprises LLC/Hankor Johns, tort, case #16A 1735, June 29.

Total Quality Logistics LLC vs. Gosco Transport LLC, type, NA, case #16A 1752, June 29.

Thera and Samuel Warner vs. Yearound Transport LLC/Dennis Brown/Katrina Brown, personal injury/tort, case #16A 1754, June 29.

Daryl Williams vs. The Rogel Co., personal injury/tort, case #16A 1756, June 29.

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Daryl Williams vs. The Rogel Co., personal injury/tort, case #16A 1756, June 29.

Lindsay Morrison vs. Blue Cross Blue Shield Health, type, NA, case #16 1 05181 56, June 30.

Metropolitan Technologies Inc. vs. American Seniors Assoc. Holding Group Inc., contract, case #16A 1767, June 30.

Nuesoft Technologies Inc. vs. Cannon Managerial Office Consulting Co., contract, case #16A 1770, June 30.

John Howell vs. Great Southern Wood Preservation Inc./Koppers Performance Chemicals Inc./Multi Trade Construction LLC, type, NA, case #16 1 05214 52, July 1.

Robert Lawson III vs. Boy Scouts of America Inc./Estate of Gene Bobo/Northeast Georgia Council Inc. et al., type, NA, case #16 1 05042 99, June 27.

Berky Net Underwriters/Starnet Insurance Co. vs. Waters Construction Inc., account, case #16A 1723, June 27.

Andrea M. Willkerson vs. Baldwin Paving Co. Inc./Michael Howell, personal injury/tort, case #16A 1724, June 27.

Family Savings F.C.U. vs. Ramahi Inc./Car Zone, account, case #16A 1725, June 27.

U.S. Music Corp. vs. Atlanta Pro Percussion Inc./Edward Hamrick, contract, case #16A 1731, June 27.

Nuesoft Technologies Inc. vs. New Concepts Billing and Consulting LLC, contract, case #16A 1734, June 27.

Jacob Nesmith vs. Marquise Investments LLC/Marquis View Apartments, type, NA, case #16 1 05050 49, June 28.

Real Estate Mortgage Network Inc. vs. Juanita Shaughnessy/Robin Shaughnessy/Bank of America N.A., declaratory judgment, case #16 1 05066 51, June 28.

North Georgia Auto Brokers Inc. vs. A.B. Partners L.P., declaratory judgment, case #16 1 05069 56, June 28.

EADS Distribution LLC dba Control Equipment Sales vs. Abutec Industries Inc., contract, case #16A 1715, June 28.

Morgan B. Sherrod vs. Hamkor Enterprises LLC/Hankor Johns, tort, case #16A 1735, June 29.

Total Quality Logistics LLC vs. Gosco Transport LLC, type, NA, case #16A 1752, June 29.

Thera and Samuel Warner vs. Yearound Transport LLC/Dennis Brown/Katrina Brown, personal injury/tort, case #16A 1754, June 29.

Daryl Williams vs. The Rogel Co., personal injury/tort, case #16A 1756, June 29.

Lindsay Morrison vs. Blue Cross Blue Shield Health, type, NA, case #16 1 05181 56, June 30.

Metropolitan Technologies Inc. vs. American Seniors Assoc. Holding Group Inc., contract, case #16A 1767, June 30.

Nuesoft Technologies Inc. vs. Cannon Managerial Office Consulting Co., contract, case #16A 1770, June 30.

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LEADS

Jacqueline Rollins vs. Hanger Prosthetics & Orthotics East Corp., type, NA, case #16A 60500, June 21.

William Watts vs. Euramex Management Group LLC/Grassco Landscape Management, personal injury, case #16A 60502, June 21.

Teresa Symonette/Teresa Symonette vs. Diamond Jubilee Inc./Siasim Columbia, tort, case #16A 60503, June 21.

Jesse Montgomery vs. Ingles Markets Inc., personal injury, case #16A 60515, June 21.

Phoenix Mechanical Services Inc. vs. United Maintenance Inc., contract, case #16 CV 6927, June 22.

Donegal Mutual Insurance vs. Flip It Construction LLC, account/contract, case #16A 60497, June 22.

Bilal Nasir vs. Aldair Flores/N.P.C. International Inc., personal injury, case #16A 60511, June 22.

Jasmine Anderson vs. National Mentor Healthcare LLC/Elizabeth Osei, tort/wrongful death, case #16A 60516, June 22.

Bruce Beeber vs. Running Computers, damages, case #16 CV 6957, June 23.

Kristina Wile vs. HSBC Bank U.S.A. N.A., type, NA, case #16 CV 6959, June 23.

Y.P. LLC/Y.P. Advertising & Publishing LLC vs. S.D.R. Towing and Recovery LLC, contract, case #16 CV 6962, June 23.

Y.P. LLC/Y.P. Advertising & Publishing LLC vs. All Metal Recycling Group LLC/dba Berkeley Scrap Metal/Tonya Moore, contract, case #16 CV 6969, June 23.

Print Media LLC/Y.P. LLC/Yellowpages.com LLC vs. O'Halloran Advertising Inc., contract, case #16 CV 6978, June 23.

Y.P. LLC/Y.P. Advertising & Publishing LLC vs. Contractors Plus Inc., contract, case #16 CV 7000, June 23.

Y.P. LLC/Y.P. Advertising & Publishing LLC vs. Shaun Wheeler/dba Southern Tree Service, contract, case #16 CV 7001, June 23.

Tiffany Lipscomb vs. Jasber Utility Service LLC, type, NA, case #16 CV 7002, June 23.

J.R. Contracting Group Inc. vs. Shadow Lake Atlanta Apartments LLLP/Ventron Management LLC, contract/account, case #16A 60518, June 23.

Fowler Waterproofing Supply Inc. vs. Premier Painting Services LLC, contract/account, case #16A 60520, June 23.

Fleetcor Technologies Operating Co. LLC vs. Hexagon Corp., contract, case #16A 60521, June 23.

Arthur Harris vs. Chevron Station Store #306895, tort, case #16A 60523, June 23.

Holiday Hospitality Franchising LLC vs. Shani Corp./Natvarial Patel, contract/account, case #16A 60524, June 23.

Mario Ruano vs. Emory Healthcare Inc., tort/medical malpractice, case #16A 60528, June 23.

Randall and Mark Watson/Jane Sweetwood vs. Emory Healthcare Inc., tort/medical malpractice, case #16A 60530, June 23.

Alan Jordan vs. Joseph Elettro Transfer Inc./Vanliner Insurance Co., personal injury, case #16A 60531, June 24.

Auto-Owners Insurance Co. vs. Chas Painting & Decorating Contractors LLC, contract/account, case #16A 60533, June 24.

Eve Wexler vs. Post Properties Inc./Post Briarcliff LLC, contract/account, case #16A 60559, June 27.

Linda Turner-Lockhart vs. Plumbing Distributors Inc./Alvin Fontanez, tort, case #16A 60552, June 28.

Lisa Marie and Frandy Jean-Charles vs. Allied Barton Security Services LLC, tort, case #16A 60553, June 28.

Nadia and Dave Ennis vs. Schindler Elevator Corp., tort, case #16A 60554, June 28.

Shirley Williams vs. The Kroger Co./Heather Martin, personal injury, case #16A 60555, June 28.

FULTON COUNTY

Tonja Rhodes vs. First Multiple Listing Service Inc./Arthur Brock, damages, case #16 CV 276609, June 20.

Atlanta Fire Grill LLC vs. Medlock Crossing Shopping Center Duluth Ga. L.P., contract/account, case #16 CV 276644, June 20.

The Mac Group LLC vs. Symmetry Homes LLC/40 Park Lane LLC, contract/account, case #16 CV 276645, June 20.

Hamed Laroui vs. Tanwir Sahib/Sahib LLC/Kimberly Sahib, contract/account, case #16 CV 276648, June 20.

Corey B. Lipsy vs. JRTC Group Property LLC, declaratory judgment, case #16 CV 276649, June 20.

Sar-M.S. Bayfront LLC vs. Safi Enterprises Inc., contract/account, case #16 CV 276657, June 20.

Res-Atl. Ormewood Square LLC vs. George W. Rohrig/765 Morsland Avenue LLC, contract/account, case #16 CV 276664, June 20.

Carolina Foothills F.C.U. vs. Gravity Enterprises Inc./dba Gwinnett Mitsubishi, contract/account, case #16 CV 276673, June 21.

Rashawn Johnson vs. A.P.D. Developers Inc., type, NA, case #16 CV 276674, June 21.

Mobile Apps Enterprises LLC vs. Bluestack Resources LLC, contract/account, case #16 CV 276693, June 21.

Gwinnett Hospital System Inc. vs. Geico General Insurance Co., contract/account, case #16 CV 276707, June 21.

Home-Grown Industries of Georgia Inc. dba Mellow Mushroom vs. The Landis Holdings Corp./Vincent A. Landis, contract/account, case #16 CV 276725, June 21.

Olivia Ibrahim/Kristin Stover vs. B.B.&T. Insurance Services Inc./C.E.D.S. Construction Co./John Bishop, type, NA, case #16 CV 276726, June 21.

Dillon Swagerty vs. Third Degree LLC/The Estate of Paul R. Hawks, tort, case #16 EV 002878, June 21.

Crystal Hackett vs. Geico Indemnity Co., tort, case #16 EV 002879, June 21.

MailFinance Inc. fka Neopost Co. vs. D.M.G. Worldwide Inc., contract, case #16 EV 002881, June 21.

Frankie Leathers vs. Cavalry S.P.V. I LLC/C.T. Corp., contract, case #16 EV 002885, June 21.

Vernell Fields vs. Papps Restaurants/dba Pappadeaux Seafood Kitchen, tort, case #16 EV 002889, June 21.

Corene S. Owens vs. Mail Contractors of America Inc./James Strum/Circle Star Insurance Co. A Risk Retention Group, tort, case #16 EV 002893, June 21.

Ubaldo Salazar vs. Sears Roebuck and Co., tort, case #16 EV 002899, June 21.

Nasrin Hashemi/Eshage LLC vs. Creative Hospice Care Inc., type, NA, case #16 CV 276729, June 22.

R.E. Michel Co. LLC vs. J.D. Stanford Inc., contract/account, case #16 CV 276763, June 22.

Santa's Boot Camp LLC vs. Worldwide Film Fund LLC, contract/account, case #16 CV 276773, June 22.

JPMorgan Chase Bank N.A. vs. Michael Dwyer/Associated Packaging Technologies Inc., contract/account, case #16 CV 276774, June 22.

Melvin and Kelbie Milon vs. McCalla Raymer LLC/Bank of America N.A., damages, case #16 CV 276777, June 22.

Buckhead Beef Co. vs. Metropolitan Cafes LLC/fka Metrotainment Cafes Inc./Jeffrey Landau, account, case #16 EV 002902, June 22.

Dean and Lorrie Sheaffer vs. Marriott International Inc., tort, case #16 EV 002903, June 22.

Jaquies L. Jackson vs. Bimmer Owners & Service Center, tort, case #16 EV 002905, June 22.

Deisha Bolton vs. LEDIC Management Group LLC/Elite Flooring & Design Inc./Heritage Green Apartments L.L.C., tort, case #16 EV 002907, June 22.

Erika C. Pepper vs. Geico General Insurance Co., tort, case #16 EV 002909, June 22.

National Auto Lenders Inc. vs. Luxury Auto Line LLC/Daphne Wynn, account, case #16 EV 002910, June 22.

Diana Danzwith/Benjamin Mervine vs. Brian A. Levitt M.D./Brian A. Levitt M.D. LLC, tort, case #16 EV 002911, June 22.

Oscar Bean vs. Quiktrip Corp., tort, case #16 EV 002913, June 22.

Judy Scott vs. Tracy McDonald P.T./S.T.G. Healthcare of Atlanta Inc./dba Interim Healthcare, tort, case #16 EV 002914, June 22.

Leroy Mack vs. Allstate Insurance Co., contract, case #16 EV 002917, June 22.

Edward Ramos-Algarin vs. Christopher Perrine/United Fire Protection Inc., tort, case #16 EV 002921, June 22.

Ann J. Herrera vs. Preservation Management Inc./The Seven Fifty L.P./Majestic Manor LLC, tort, case #16 EV 002922, June 22.

Vermont I. Mayes vs. Parsec Inc./Norfolk Southern Corp./Norfolk Southern Corp., tort, case #16 EV 002924, June 22.

Coyote Logistics LLC vs. Eagle Lanes Transportation LLC, contract, case #16 EV 002926, June 22.

Coyote Logistics LLC vs. C.E.R. Transport Inc., contract, case #16 EV 002928, June 22.

Elva Reynoza vs. Cawthon-Hollums Properties Inc., tort, case #16 EV 002929, June 22.

Can Capital Asset Servicing Inc. vs. R.E.X. Holdings LLC/dba Couvo Cafe-Bella Meade/Benny Christensen, type, NA, case #16 EV 002951, June 22.

Preston Hills W.E.G. LLC vs. Preston Hills Community Association Inc., type, NA, case #16 CV 276802, June 23.

Bank of America N.A. vs. W. Joel Newsum III D.D.S., contract/account, case #16 CV 276805, June 23.

The Napoleon Co. vs. Bella Brands LLC, contract/account, case #16 CV 276810, June 23.

Seth and Alvin Gordon vs. M.A.R.T.A./Eon Hatmil, type, NA, case #16 CV 276813, June 23.

Donsheldon Penson vs. Liberty Mutual Fire Insurance Co./United Parcel Service/Terry Gibson, tort/negligence, case #16 CV 276824, June 23.

National Funding Inc. vs. M.D. Walker Funeral Home LLC/Mark D. Walker, contract, case #16 EV 002918, June 23.

John Robey vs. R.S.&H. Inc./Phillip Smith Contracting Inc., tort, case #16 EV 002930, June 23.

Mary Ford vs. U-Haul Co. of Georgia/Amen Movers LLC, tort, case #16 EV 002933, June 23.

Teresa Carter vs. Southern Insurance Co. of Virginia, contract, case #16 EV 002935, June 23.

April Roberson vs. Sylvan Road Capital LLC/Havenbrook Homes LLC, tort, case #16 EV 002936, June 23.

Stephanie Cruz vs. FedEx Ground Package System Inc./Ace American Insurance Co., tort, case #16 EV 002940, June 23.

Francisco Lopez vs. Costa Services Management LLC/dba Las Costas Nayritas #2 Restaurant and Bar, tort, case #16 EV 002944, June 23.

Ronald and Iris Bacheneimer vs. Andre Gregory/Mosiah's Roots Outdoor Adventures & Fitness LLC, tort, case #16 EV 002946, June 23.

Derrick Williamson vs. Atlanta Gas Light Co., tort, case #16 EV 002949, June 23.

Gary Baker vs. EFESO Consulting Inc./Michael Petrey, account, case #16 EV 002959, June 23.

American Express Bank F.S.B. vs. Gene Venesky/Irongate Capital LLC, contract/account, case #16 CV 276826, June 24.

James B. Ausherman vs. Alliant Insurance, type, NA, case #16 CV 276840, June 24.

Jonathan Hart vs. Sales Solutions Inc., type, NA, case #16 CV 276857, June 24.

HSBC Bank U.S.A. vs. Approved Residential Mortgage Inc., declaratory judgment, case #16 CV 276877, June 24.

Seneca One Finance Inc. vs. Massachusetts Mutual Life Insurance Co./B of Lottery Receivables LLC I, type, NA, case #16 CV 276892, June 24.

Seneca One Finance Inc. vs. B of Lottery Receivables LLC I/Massachusetts Mutual Life Insurance Co., type, NA, case #16 CV 276894, June 24.

Seneca One Finance Inc. vs. Massachusetts Mutual Life Insurance Co./B of Lottery Receivables LLC I, type, NA, case #16 CV 276895, June 24.

Sherry Adkins vs. Taco Bell of America LLC/Alonzo Morris, tort, case #16 EV 002952, June 24.

Denise Powers vs. Metro Dental LLC, tort, case #16 EV 002955, June 24.

Enterprise Leasing Co. of Georgia LLC vs. Titlemax of Georgia Inc., contract, case #16 EV 002956, June 24.

Camden Dunwoody #27 vs. Concierge Care Centers of Atlanta LLC, contract, case #16 EV 002957, June 24.

Martavis Dawson vs. Kenan Transport LLC/Kenan Advantage Group Inc., tort, case #16 EV 002961, June 24.

Abraham Saho vs. Keith Dennis/Wilco Electric Co./Westfield Insurance Co., tort, case #16 EV 002962, June 24.

Latisha Beshea vs. M.A.R.T.A./Katherine Simpson, tort, case #16 EV 002963, June 24.

Salem Leasing Corp. vs. Commercial Relocation Specialists of Georgia Inc., contract, case #16 EV 002965, June 24.

Ronald Curtis III/Sakeene Kabir vs. The Sunshine House LLC, type, NA, case #16 EV 002966, June 24.

Daria Bell vs. Development Authority of Fulton Co./A.C.P. Peachtree Center LLC/H.T.H. Building Service Inc., tort, case #16 EV 002967, June 24.

Linette Smith vs. The Kroger Co. Inc., tort, case #16 EV 002976, June 24.

Ruby Brownlee vs. Summit Hospitality LLC/dba Days Inns & Suites #17505, tort, case #16 EV 002980, June 24.

Ameristar Apartment Services L.P. dba Ameristar Screen & Glass vs. American Management Group of North Florida LLC/dba Brentwood Village Community, account, case #16 EV 002985, June 27.

Rodney Wilbanks vs. Richard Sturm M.D./Peachtree Dermatology Associates P.C., tort, case #16 EV 002987, June 27.

Anthony Williams vs. Newell Brands Inc., tort, case #16 EV 002988, June 27.

Michelle Davis vs. Heritage Colonial Homes L.P./Hallmark Management Inc., tort, case #16 EV 002991, June 27.

Bonnie and Jeremy Holmes vs. Advanced Gynecology Associates, tort, case #16 EV 002994, June 27.

De'Anthony Googer vs. D.S. Services of America Inc./Joseph Hill/Tristar Risk Management Inc., tort, case #16 EV 002995, June 27.

Automotive Dealers Finance Inc./Dealers Capital Inc. vs. Auto City LLC/Automotive Finance Group/Evegeni Desiantnikow, contract, case #16 EV 002996, June 27.

Krystal Becker vs. Michael Masse/Alamo Pointe LLC/dba The Pointe, tort, case #16 EV 003000, June 27.

Namira Pripojic vs. Armilself Daniels/Rytech Inc., tort, case #16 EV 003013, June 27.

U.S. Foods Inc. fka U.S. Foodservice Inc. vs. Gypsy Slag LLC/dba Hangovers, account, case #16 EV 003001, June 28.

A Carpet & Paint LLC vs. Eastwick Village LLC/dba Eastwick Village, account, case #16 EV 003002, June 28.

Mahalia Love vs. Crete Carrier Corp./Fleet Insurance Agency Inc., tort, case #16 EV 003005, June 28.

Sherrie Moon vs. The Kroger Co./Whitney Segars, tort, case #16 EV 003007, June 28.

Yvonne Woods vs. Express Fashion Operations LLC, tort, case #16 EV 003010, June 28.

Jeff and Cynthia Kirby vs. Emerson Climate Technologies Inc./Emerson Energy Co./dba Pusite, tort, case #16 EV 003014, June 28.

Demetrius Hammett vs. Kevin Smith/Loomis Armored U.S. LLC, tort, case #16 EV 003015, June 28.

Michelle Brown vs. Georgia National Tire & Battery #8647 & #647/T.B.C. Retail Group Inc./N.T.B. National Tire & Battery et al., tort, case #16A 06180 7, June 21.

Gerald Allison vs. Wal-Mart Stores Inc., personal injury, case #16C 03551 52, June 21.

Angela McAdams vs. Wal-Mart Stores Inc., personal injury, case #16C 03552 53, June 21.

Michelle Kirchner/Jenna Morrow vs. Dollar Tree Stores Inc., tort, case #16C 03554 54, June 21.

Smith Gambrell & Russell LLP vs. 5Linx Enterprises Inc., contract, case #16C 03568 55, June 22.

Mark Chapman Harris vs. Charles Harper M.D., type, NA, case #16C 03569 56, June 22.

WINNETT COUNTY

Wells Fargo Bank N.A. vs. Syed A. Rizvi/EI Cancun Inc., type, NA, case #16A 06111 4, June 20.

Kennessaw Battle Condominium Association Inc. vs. Bayview Loan Servicing LLC, type, NA, case #16A 06112 6, June 20.

Shandavia Jones vs. Prime Care Learning Center III Inc., type, NA, case #16A 06145 10, June 20.

Steven Newman vs. Wilber & Associates P.C./Susan Sanchez, type, NA, case #16A 06150 2, June 20.

Consumer Portfolio Services Inc. vs. Kolade Oke/K&D Auto Sales LLC, type, NA, case #16C 03522 53, June 20.

Diaz Wholesale & Manufacturing Inc./Diaz Foods vs. Supercarniceria La Jalisco LLC/Catalina A. Rojas Rodriguez, contract, case #16C 03528 51, June 20.

Atlanta Flooring Design Centers Inc. vs. Caron Associates Inc., contract, case #16C 03529 52, June 20.

Margaret Arrington vs. Wal-Mart Stores East L.P., tort, case #16C 03531 55, June 20.

Junko Chae vs. Wal-Mart Stores Inc./Wal-Mart Stores East L.P., tort, case #16C 03532 56, June 20.

Gary Graye vs. Larniece Alexander/Transam Trucking Inc./R.L.I. Insurance Co., tort, case #16C 03545 55, June 20.

Penske Truck Leasing Co. L.P. vs. Irshad Siddique LLC, contract, case #16C 03546 54, June 20.

Now Coin Inc. vs. E2 Builders/Richard Kassel, type, NA, case #16C 03548 55, June 20.

Stuart Sylvester vs. Regions Bank/Herbert Roland/Randall Carter et al., type, NA, case #16A 06163 4, June 21.

Scope Home Rental Management LLC vs. U.S. Bank N.A./Firststone Homeowners Association Inc. et al., type, NA, case #16A 06164 8, June 21.

Scope Rental Homes Inc. vs. Keumnan Kim/Enfield Homeowners Association Inc./Federal National Mortgage Assoc. et al., type, NA, case #16A 06166 4, June 21.

Clinton Hawkins vs. T.R.C. Staffing Inc., type, NA, case #16A 06169 4, June 21.

Tamara Usher vs. Wal-Mart Stores Inc., tort, case #16A 06176 10, June 21.

Felix F. Rivera Rodriguez vs. United Motor Cars Inc., contract, case #16A 06179 2, June 21.

Michael Brown vs. Georgia National Tire & Battery #8647 & #647/T.B.C. Retail Group Inc./N.T.B. National Tire & Battery et al., tort, case #16A 06180 7, June 21.

Gerald Allison vs. Wal-Mart Stores Inc., personal injury, case #16C 03551 52, June 21.

Angela McAdams vs. Wal-Mart Stores Inc., personal injury, case #16C 03552 53, June 21.

Michelle Kirchner/Jenna Morrow vs. Dollar Tree Stores Inc., tort, case #16C 03554 54, June 21.

Smith Gambrell & Russell LLP vs. 5Linx Enterprises Inc., contract, case #16C 03568 55, June 22.

Mark Chapman Harris vs. Charles Harper M.D., type, NA, case #16C 03569 56, June 22.

Federal Tax Liens - Business

DEKALB COUNTY

A.Y.B. Benefits Inc., 2296 Henderson Mill Road, Suite 100, Atlanta 30345, \$12,937, (1120/941), GED 1774/217, June 27.

Dugans F.S. Inc., 4975 Flat Shoals Parkway, Decatur 30034, \$37,806, (941), GED 1774/236, June 27.

Mech-South Inc., P.O. Box 1517, Decatur 30031, \$12,680, (941), GED 1774/225, June 27.

Extension Express Inc., 2345 Fourth St., Suite 200, Tucker 30084, \$24,196, (941), GED 1774/235, June 27.

Piedmont Consulting Inc., 5467 Bunley Way, Dunwoody 30084, \$27,969, (1120), GED 1774/223, June 27.

Labor Guys LLC, 3699 Chamblee Dunwoody Road, Atlanta 30341, \$10,772, (941), GED 1774/226, June 27.

FULTON COUNTY

English For A Lifetime Language Institute LLC/Joe D. Floyd, 3069 Amwiler Road, Suite 4, Atlanta 30360, \$37,919, (941), GED 3650/465, June 13.

Harris & Smith LLC/Raynal Harris, 260 Peachtree St., Suite 260, Atlanta 30303, \$37,919, (941), GED 3650/443, June 13.

Metro Hematology Oncology Center, 320 Parkway Drive, Suite 232, Atlanta 30312, \$62,900, (6721/940/941), GED 3650/439, June 13.

Harcon Inc., 1121 Alderman Drive, Suite 101, Alpharetta 30005, \$27,567, (941), GED 3651/749, June 16.

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LEADS

H.P.-Carrington Inc., 5174 McGinnis Ferry Road, Suite 195, Alpharetta 30005, \$2,265,231, (941), GED 3651/750, June 14.

GWINNETT COUNTY

U.S. Window Factory Ga. Inc., 6000 Peachtree Industrial Blvd., Norcross 30071, \$14,481, (1120/941), GED 4654/42, June 20.

Panafab Inc., 414 Sawmill Court, Suwanee 30024, \$12,318, (941), GED 4654/34, June 20.

American Overhead Garage Doors Inc., 5067 Briston Industrial Way, Buford 30518, \$185,958, (941), GED 4653/205, June 20.

Beautiful Installations B.L. Inc., 1040 Sycamore Summit, Sugar Hill 30518, \$10,818, (941), GED 4654/44, June 20.

American Performance Parts Warehouse Inc., 6428 Dawson Blvd., Norcross 30093, \$51,921, (941), GED 4654/43, June 20.

Amersivry Heating & Air LLC/Joel Cobb, 5067 Briston Industrial Way, Buford 30518, \$69,772, (941), GED 4653/218, June 20.

Poteet, Poteet & Associates-Ga. Corp., 3295 River Exchange Drive, Suite 170, Peachtree Corners 30092, \$11,489, (941), GED 4654/43, June 20.

Select Services Group LLC, P.O. Box 2071, Buford 30515, \$26,213, (941), GED 4654/39, June 20.

All Flooring Inspections Inc., 345 Hoke Okelly Mill Road, Loganville 30052, \$27,932, (941), GED 4653/206, June 20.

Releases of Federal Tax Liens - Business

DEKALB COUNTY

Trinity Refinishers Inc., P.O. Box 390790, Snellville 30039, \$14,286, (940/941), GED 1774/219, June 27.

J.N.J. Logistics Inc., 7025 Best Friend Road, Atlanta 30340, \$43,387, (941), GED 1774/248, June 27.

Turning Point Home Inc., 3392 Wesley Chapel Road, Decatur 30034, \$14,282, (941), GED 1774/246, June 27.

Vapor Services Corp., 335 Curie Drive, Alpharetta 30005, \$154,419, (940/941), GED 3650/490, June 13.

Home Care Medical Equipment LLC/Kenneth E. Pisell, 11940 Alpharetta Highway, Alpharetta 30009, \$26,282, (940/941), GED 3650/470, June 13.

GWINNETT COUNTY

Global Salon Depot LLC/Thiem H. Vu, 4357 Park Drive, Suite C, Norcross 30093, \$12,452, (941), GED 4653/227, June 20.

Urban Hope Ministries Inc., 4500 Gin Plantation Drive, Snellville 30039, \$16,155, (941/990), GED 4654/46, June 20.

Midway Tire & Auto LLC/David A. Dusik, P.O. Box 1478, Buford 30518, \$25,499, (941), GED 4653/224, June 20.

Trinity Refinishers Inc., P.O. Box 390790, Snellville 30039, \$14,286, (940/941), GED 4654/45, June 20.

State Tax Liens - Business

FULTON COUNTY

Lalonic Farnell/Lotus Stores Inc. dba Lotus, 1250 Sweeney Highway, Suite 1716, Snellville 30078, \$42,310, (Sales), GED 3648/565, June 10.

GWINNETT COUNTY

Higgins Group, 175 North Perry St., Lawrenceville 30046, \$10,694, (Sales), GED 4654/50, June 20.

Releases of State Tax Liens - Business

DEKALB COUNTY

Great American Dream LLC/The Mens Club, 2788 East Ponce de Leon Ave., Decatur 30030, \$44,801, (Unemployment), GED 1774/426, June 28.

Jujitsu Consulting Inc., 1979 Lakeside Parkway, Suite 250, Tucker 30084, \$35,525, (Unemployment), GED 1774/490, June 28.

FULTON COUNTY

Clermont Lounge Inc. dba Clermont Lounge, 789 Ponce de Leon Ave., Atlanta 30306, \$83,084, (Withholding), GED 3648/585, June 10.

Peachtree Park Drive LLC dba J.R. Crickets, 2061 Donald Lee Hollowell Parkway, Atlanta 30318, \$11,398, (Sales), GED 3648/587, June 10.

Consolidated Equities Corp. dba Master Hosts Inn-Airport, 4979 Old National Highway, College Park 30349, \$11,046, (Sales), GED 3648/569, June 10.

GWINNETT COUNTY

Victory Recovery Services Inc., P.O. Box 1025, Buford 30515, \$24,176, (Unemployment), GED 4656/53, June 23.

Prospecting

Business Leads

New Business Licenses

CITY OF ATLANTA

Jimmy Johns, 2450 Piedmont Road N.E., Atlanta 30324, general contractors.

Heatherland Homes LLC, 3384 Peachtree Road N.E., Suite 125, Atlanta 30326, general contractors.

Katie Gohde LLC, 3525 Piedmont Road N.E., Atlanta 30324, health services.

Monica De Cristina LLC, 3525 Piedmont Road N.E., Building 7, Atlanta 30324, health services.

Best Bodywork & Massage, 3480 Greenbrier Parkway S.W., Suite 225-A, Atlanta 30331, health services.

I Gotcha Lawncare, 1732 Jobeth Ave. S.E., Atlanta 30316, landscape and tree maintenance.

T-Link Inc., 2296 Cascade Road S.W., Atlanta 30311, manufacturing-electrical equipment.

Ventulett Design Studios, 89 Huntington Road N.E., Atlanta 30309, manufacturing-wood products.

Morpedu LLC, 235 Peachtree St. N.E., Suite 400, Atlanta 30303, nonclassifiable.

Interact Art Museum Foundation, 57 Forsyth St. N.W., Atlanta 30303, nonclassifiable.

First Friday Shops of Bkhd. Atl., 3035 Peachtree Road N.E., Suite B-100, Atlanta 30305, nonclassifiable.

Elliott Schwab LLC, 1140 North Ave. N.E., Suite 3, Atlanta 30307, nonclassifiable.

The Consulate Restaurant, 10 10th St. N.E., Atlanta 30309, nonclassifiable.

Meiko's Tapas Bar & Lounge, 110 Centennial Olympic Drive N.W., Suite 102, Atlanta 30313, nonclassifiable.

Texaco Food and Gas, 296 Northside Drive S.W., Atlanta 30313, nonclassifiable.

Kroger No. 672, 800 Glenwood Ave. S.E., Atlanta 30316, nonclassifiable.

Circle K, 1720 Marietta Blvd. N.W., Atlanta 30318, nonclassifiable.

Sincerity Consulting Inc., 1744 Lake Cove Drive S.W., Atlanta 30331, nonclassifiable.

Half Step 2 Help Inc., 201 17th St. N.W., Suite 300, Atlanta 30363, nonclassifiable.

BB&T Atlanta Tennis Championship, 241 20th St. N.W., Atlanta 30363, nonclassifiable.

Towne Park LLC, 87 Walton St. N.W., Atlanta 30303, professional-consultants or public relations or management.

The Industrious Creative LLC, 712 Brookline St. S.W., Atlanta 30310, professional-consultants or public relations or management.

Eagle Eye Planning Solution LLC, 255 Atlanta Ave. S.E., Atlanta 30315, professional-consultants or public relations or management.

Onus Group LLC, 4065 Moheb St. S.W., Atlanta 30331, service-business.

X-treme Clean, 2154 Martin L. King Jr. Drive S.W., Atlanta 30310, service-cleaning & maintenance.

A.F.C. Promotional & Party Supply, 2841 Greenbrier Parkway S.W., Suite 104, Atlanta 30331, service-business.

Shamille's Cleaning Service, 692 Dill Ave. S.W., Atlanta 30310, service-cleaning & maintenance.

Seven Ground LLC, 49 Boulevard S.E., No. 203, Atlanta 30312, service-cleaning & maintenance.

Surepay Financial Service LLC, 550 Pharr Road N.E., Suite 225, Atlanta 30305, service-computer programming or data processing.

Luma Home Inc., 75 Fifth St. N.W., Suite 208, Atlanta 30308, service-computer programming or data processing.

Skyline Park, 675 Ponce de Leon Ave. N.E., Suite B, Atlanta 30308, service-entertainment.

Scottin Thrift, 225 Monroe Drive N.E., Unit 1671, Atlanta 30324, service-equipment rental.

Decorated Photography, 380 54th St. N.E., No. 6, Atlanta 30308, service-printing or reproduction or secretarial.

Styles of the Nile, 394 Cleveland Ave. S.W., Suite D, Atlanta 30315, service-personal.

Savant Salon LLC, 200 Pharr Road N.E., No. G-005, Atlanta 30305, service-salon.

Bespoke Haircare Studio, 44 Krog St. N.E., Unit 333, Atlanta 30307, service-salon.

Wax Brothers LLC, 1801 Howell Mill Road N.W., Suite 530, Atlanta 30318, service-salon.

Supercuts, 1874 Piedmont Ave. N.E., Suite 200-B, Atlanta 30324, service-salon.

Eye Magic International, 1920 Cheshire Bridge Road N.E., Atlanta 30324, service-salon.

Dusty On The Spot Disposal LLC, 1100 Peachtree St. N.W., Suite 200, Atlanta 30309, service-electric or gas or refuse or sprinkler systems.

CITY OF LAWRENCEVILLE

Dawewood Farm LLC/Farm House Pound Cakes, 245 Scenic Highway, Lawrenceville 30046, bakery products.

Social Express Catering & Meal Prep LLC, 245 Scenic Highway, Lawrenceville 30046, catering.

Inks and Shirts LLC, 478 Northdale Road, Suite 410, Lawrenceville 30046, commercial printing.

Cutting Edge Precision Inc., 303 Phillips St., Lawrenceville 30046, machine shop.

Greenleaf Management/Ridgewood Apartments, 149 Hurricane Shoals Road, Lawrenceville 30046, management company.

Grice Grove LLC, 245 North Highland Ave. N.E., No. 230-383, Atlanta 30307, service-business.

Masquerade Presents, 695 North Ave. N.E., Atlanta 30308, service-business.

Amazon Pickup Points LLC, 85 Fifth St. N.W., Atlanta 30308, service-business.

Dangerous Color LLC, 675 Metropolitan Parkway S.W., Suite 1096, Atlanta 30310, service-business.

360 Pressure Washing, 275 Flowers Place N.W., Atlanta 30314, service-business.

Bey & El Construction & Excavation, 924 Washington St. S.W., No. J-10, Atlanta 30315, service-business.

Metropolitan Studios Inc., 1259 Metropolitan Ave. S.E., Atlanta 30316, service-business.

Peach Petal Floral Design Co., 1925 Monroe Drive N.E., No. 1413, Atlanta 30324, service-business.

A.F.C. Promotional & Party Supply, 2841 Greenbrier Parkway S.W., Suite 104, Atlanta 30331, service-business.

Onus Group LLC, 4065 Moheb St. S.W., Atlanta 30331, service-business.

X-treme Clean, 2154 Martin L. King Jr. Drive S.W., Atlanta 30310, service-cleaning & maintenance.

Shamille's Cleaning Service, 692 Dill Ave. S.W., Atlanta 30310, service-cleaning & maintenance.

Seven Ground LLC, 49 Boulevard S.E., No. 203, Atlanta 30312, service-cleaning & maintenance.

Surepay Financial Service LLC, 550 Pharr Road N.E., Suite 225, Atlanta 30305, service-computer programming or data processing.

Luma Home Inc., 75 Fifth St. N.W., Suite 208, Atlanta 30308, service-computer programming or data processing.

Skyline Park, 675 Ponce de Leon Ave. N.E., Suite B, Atlanta 30308, service-entertainment.

Scottin Thrift, 225 Monroe Drive N.E., Unit 1671, Atlanta 30324, service-equipment rental.

Decorated Photography, 380 54th St. N.E., No. 6, Atlanta 30308, service-printing or reproduction or secretarial.

Styles of the Nile, 394 Cleveland Ave. S.W., Suite D, Atlanta 30315, service-personal.

Savant Salon LLC, 200 Pharr Road N.E., No. G-005, Atlanta 30305, service-salon.

Bespoke Haircare Studio, 44 Krog St. N.E., Unit 333, Atlanta 30307, service-salon.

Wax Brothers LLC, 1801 Howell Mill Road N.W., Suite 530, Atlanta 30318, service-salon.

Supercuts, 1874 Piedmont Ave. N.E., Suite 200-B, Atlanta 30324, service-salon.

Eye Magic International, 1920 Cheshire Bridge Road N.E., Atlanta 30324, service-salon.

Dusty On The Spot Disposal LLC, 1100 Peachtree St. N.W., Suite 200, Atlanta 30309, service-electric or gas or refuse or sprinkler systems.

CITY OF LAWRENCEVILLE

Dawewood Farm LLC/Farm House Pound Cakes, 245 Scenic Highway, Lawrenceville 30046, bakery products.

Social Express Catering & Meal Prep LLC, 245 Scenic Highway, Lawrenceville 30046, catering.

Inks and Shirts LLC, 478 Northdale Road, Suite 410, Lawrenceville 30046, commercial printing.

Cutting Edge Precision Inc., 303 Phillips St., Lawrenceville 30046, machine shop.

Greenleaf Management/Ridgewood Apartments, 149 Hurricane Shoals Road, Lawrenceville 30046, management company.

Wilson Watch & Jewelers Inc., 430 West Pike St., Suite A, Lawrenceville 30046, retail.

Unique Auto Boutique, 45 East Crogan St., Lawrenceville 30046, retail.

Ariana S 4058 LLC/Subway 4058, 316 South Clayton St., Suite I, Lawrenceville 30046, retail.

Communications Construction Group LLC, 995 Cripple Creek Drive, Lawrenceville 30043, service-business.

On Call Enterprise Inc./Seva-21566 Salon, 1400 Lawrenceville Highway, Lawrenceville 30044, services.

Gujurat Business Inc./First Hair Clips, 930 New Hope Road, Suite 12, Lawrenceville 30045, services.

Salon Innovations Inc., 1075 Old Norcross Road, Suite J-L, Lawrenceville 30046, services.

Devil Cat Studios LLC, 134 South Clayton St., Suite 9/10, Lawrenceville 30046, services.

S.A.K. Crew, 199 East Crogan St., Suite K, Lawrenceville 30046, services.

J.M.J. Speech & Language Solution LLC, 250 Langley Drive, Suite 1103, Lawrenceville 30046, services.

Medical & Spa Clinic LLC, 299 Hurricane Shoals Road, Lawrenceville 30046, services.

Virtual Beauty Esthetics & Makeup School/Virtual Beauty College, 636 West Pike St., Suite 204, Lawrenceville 30046, services.

The Learning Ladder Academy LLC, 420 Hurricane Shoals Road, Lawrenceville 30046, services.

DM Family Landscaping Inc., 460 Coventry Drive, Lawrenceville 30046, services.

Helen S. Feser C.P.A. P.C., 460 Liverpool Court, Lawrenceville 30046, services.

Gwinnett Family Medicine & Geriatrics, 706 Grayson Highway, Suite 215, Lawrenceville 30046, services.

Gynecology Associates of Gwinnett Inc., 771 Old Norcross Road, Suite 350, Lawrenceville 30046, services.

Around The Clock Deliveries LLC/Mr. Appliances of Lawrenceville, 972 Townsboro Court, Lawrenceville 30046, services.

Vein Atlanta LLC, 601-A Professional Drive, Suite 170, Lawrenceville 30046, services or medical.

Advanced Dermatology of Georgia LLC, 771 Old Norcross Road, Suite 260, Lawrenceville 30046, services or medical.

CITY OF ROSWELL

Boost My Credit Today Inc., 760 Old Roswell Road, Suite 125, Roswell 30076, all other professional-scientific-technical services.

XPress Auto Glass Inc., 11265 Elkins Road, Suite B, Roswell 30076, automotive exhaust system repair.

Hairpins Studio Salon, 622 West Crossville Road, Suite 200, Roswell 30075, beauty salon.

Lash Wax and Glow, 1570 Holcomb Bridge Road, Suite 130, Roswell 30076, beauty salon.

Nan's Salon 101, 1570 Holcomb Bridge Road, Suite 130, Roswell 30076, beauty salon.

Hard Exercise Works Atlanta Inc., 8560 Holcomb Bridge Road, Suite 118, Alpharetta 30022, fitness-recreational sports centers.

Bruster's Real Ice Cream, 8420 Holcomb Bridge Road, Suite 200, Alpharetta 30022, ice cream-frozen dessert manufacturing.

Big C's Chicago Kitschen, 201 Brook Lane, Roswell 30075, mobile food services.

Harmony Chiropractic Center LLC, 1241 Canton St., Suite 100, Roswell 30075, offices of chiropractors.

Versali Esthetics, 11080 Old Roswell Road, Suite 203, Alpharetta 30009, other personal care services.

Sacred Heart Tattoo, 300 East Crossville Road, Roswell 30075, other personal care services.

Mother's Grievance, 11235 Alpharetta Highway, Suite 135, Roswell 30076, other personal care services.

D&D Aviation Services Inc., 2650 Holcomb Bridge Road, Suite 410, Alpharetta 30022, periodical publishers.

Georgia Pooch, 1045 Canton St., Roswell 30075, pet-pet supplies stores.

McCorvey's Bowling World, 785 Old Roswell Road, Roswell 30076, sporting goods stores.

Apex Auto Sales, 760 Old Roswell Road, Suite 110, Roswell 30076, used car dealers.

Crowder Construction Co., 1080 Holcomb Bridge Road, Suite 2-100, Roswell 30076, water sewer fire-related structures construction.

Building Permits - Commercial

CITY OF ALPHARETTA

New South Construction, commercial alteration at 310 North Court, (office building/interior), \$1.36 million.

CITY OF ATLANTA

Continental Contractors Inc., commercial alteration at 3566 Piedmont Road N.E., (hotel), \$13.5 million.

New South Construction, commercial alteration at 1180 West Peachtree St. N.W., (retail/office space), \$1.42 million.

Nix Under Construction, commercial alteration at 101 Andrew Young International Blvd., (hotel), \$10 million.

Real Estate Transactions - Commercial

COBB COUNTY

Cobb Cherokee LLC/Cobb LLC and Standard Investments Inc., 175 East Shore Road, Great Neck, N.Y. 11023; 4069 Cherokee St., Kennewash 30144, Land Lot 60 20th District ID 20-00600-1330, \$2.73 million.

LEADS

James E. and Patricia R. Giuliani to Rongbing Huang and Linlin Huo, 911 Asheton Court N.E., Marietta 30068, Lot 26 Block B Ashebrooke, Unit 3 ID 16098400860, \$670,000.

Leslie C. Keaveny to David M. and Elizabeth K. Thompson, 1984 River Forest Drive, Marietta 30068, Lot 5 Block B River Forest ID 01-0205-0-019-0, \$670,000.

John D. and Marcia A. Champagne to Samantha H. Pratlito and Brian White, 4200 Paradise Circle, Atlanta 30339, Lot 2 Block F Clark A. Baker Unit 7 ID 17098900040, \$662,500.

Providence Group & Associates LLC to Michael Brandon Benson, 3205 Sweetbay Magnolia Drive, Marietta 30062, Lot 5 Arbor Cove ID 16-0820-0-045-0, \$660,000.

Amy L. and Donald J. Davidson to Gilbert and Jennifer Mathis, 4353 Bridgeway Drive S.E., Smyrna 30080, Lot 167 Block B Ivy Walk at Vinings ID 170474702090, \$655,000.

Providence Group of Georgia Custom Homes LLC to Sindhu Dhamodaran and Lakshminarasimhan Sankaran, 3329 Stetson Overlook, Smyrna 30080, Lot 76 Highpointe at Vinings Unit II ID 17-0813-0-004-0, \$647,932.

Kelly R. Loefflermilk to Jonathan Rauff William Ricketts and Kaitlin Dade Ricketts, 3264 Dunberry Chase S.E., Marietta 30067, Lot 56 Ward Meade Farm ID 17-0995-0-067-0, \$645,000.

C.R.P. E.A.H. I.H. LLC/R.C.P. E.A.H. Ventures LLC and E.A.H. Operating Member LLC to David L. and Debra L. Haselschwerdt, 3918 Cliffmont Circle, Marietta 30068, Lot 3 Fairvue at Indian Hills Unit I ID 16097600070, \$643,629.

Alise F. Krickich to Cynthia and Wesley Paine, 2083 Coolidge Way N.W., Acworth 30101, Lot 3 Antigua ID 20019200630, \$643,000.

Crystal L. and Paul D. Osman to Jimmy J. Jiang and Shuang Qin Zhang, 4038 Defender Drive N.E., Roswell 30075, Lot 1 Garrison Oaks Unit I ID 01-0032-0-067-0, \$637,000.

Catherine F. and Michael L. Burton to Cheryl H. Robertson and Jeremy T. Sternstein, 3024 Moss Stone Lane, Marietta 30064, Lot 7 Stonebridge at Mud Creek ID 19002300450, \$637,000.

Providence Group of Georgia Custom Homes LLC to Bradford L. II and Nelsenia McWhorter, 3409 Bryerstone Circle, Smyrna 30080, Lot 31 Highpointe at Vinings Unit I ID 17-0813-0-010-0, \$636,680.

L. Dwayne and M. Kathryn Graham to Christopher A. and Kathleen A. Carter, 2156 Unity Trail, Marietta 30064, Lot 55 Calvary Lake Unit II ID 20032901210, \$625,000.

Amy K. and Michael J. Weber to Kelly D. Knutson Meyer and Thomas Meyer Jr., 5245 Baldwin Lane, Marietta 30068, Lot 82 Baldwin Farms ID 01-0164-0-052-0, \$625,000.

Lyndon D. and Patricia H. Mueller to Etheline C. Desir Ubamadu and Dominic O. Ubamadu et al., 4370 Cooper Oaks Drive S.E., Smyrna 30082, Lot 31 Cooper Lake Estates ID 170477000980, \$624,000.

Carla M. and James N. Marshall to Leah and Russell Kent, 796 Asheton Court, Marietta 30068, Lot 71 Asheton Ashford Unit 2 ID 01-0274-0052-0, \$614,485.

Amy and Steven L. Dunman to Jacob and Michele Pond, 4429 Dunmore Road N.E., Marietta 30068, Lot 75 Block E Hampton Woods Unit 4 ID 01001100310, \$600,000.

Providence Group of Georgia Custom Homes LLC to John J. Ungate, 3323 Stetson Overlook S.E., Smyrna 30080, Lot 75 Highpointe at Vinings Unit II ID 17-0813-0-008-0, \$597,584.

Aneth L. and Todd M. Frye to Sean Thomas and Tiffani P.H. Casey, 1206 Kincaid Road, Marietta 30066, Land Lot 735 16th District ID 16073501060, \$594,500.

B. Edwin Rigbins Jr. to Bret David Anderson, 920 Memorial Drive S.E., No. 42, Atlanta 30316; 2880 Bainbridge Way S.E., Atlanta 30339; Lot 37 Courtyards of Vinings Unit 3-9 ID 17-0954-0-047-0, \$590,000.

Dorothy M. Purcell to Blakely and James P. Whitehead, 4915 Hampton Farms Drive, Marietta 30068, Lot 12 Block A Hampton Farms Unit 1 ID 01008200140, \$585,750.

Nichols P. and Tana S. Parker to Jules F. and Teri L. Jouvenat, 2005 Snowmass Trail, Marietta 30062, Lot 33 Breckenridge Unit I ID 16046900070, \$550,000.

Sean P. and Stephanie A. Walkey to Marcia Helena Da Cruz and Sidney Amorim DosSantos et al., 615 Fairway Court, Marietta 30068, Lot 5 Fairway Court ID 16104600640, \$550,000.

DEKALB COUNTY Heidi E. and Saul J. Karpen to Cherie Monique Caldwell and Corinna G. Jones, 1902 North Akin Drive N.E., Atlanta 30345, Lot 1 Block A Oak Grove Acres Unit 2 ID 18-193-05-016, \$136 million.

Andrew T. and Elizabeth G. Wilson to Russell John Gavron Jr. and Sharon Hand Gavron, 2307 Greenglade Road N.E., Atlanta 30345, Lot 28 Oakdale Manor ID 18-194-01-017, \$1.05 million.

William Brackbill and C.L.M. Investments LLC to Joseph A. McConnell IV and Karen Thomas McConnell, 1468 Valley View Road, Dunwoody 30338, Lot 6 Block C Valley View ID 18-363-07-043, \$1.02 million.

Eric E. and Jill R. Mast to Aubrey M. Bush and Carol Turner Bush, 1491 Emory Road, Atlanta 30066; 1375 Springdale Road N.E., Atlanta 30306, Land Lot 54 18th District ID 18-054-10-040, \$875,000.

Peter B. Millichap Jr. and JWM&M Partners LLC to Jessica L. and Nathan Patrick Artt, 2537 Thompson Road N.E., Brookhaven 30319, Lot 15 Block C Grant Estates ID 18-237-07-009, \$865,000.

Anita L. and Edwin D. Rumsey to Ethan and Jamie Ambabo, 196 Lamont Drive, Decatur 30030, Lot 17 Block A Clairmont Estates ID 18-005-02-126, \$848,300.

Michael N. and Natasha L. Fenili to Gillian L. and Michael T. Hale, 273 Mathews Ave. N.E., Atlanta 30307, Lot 10 D.M. Matthew Property ID 15-211-04-052, \$825,000.

Idris Assad/Black Stone Construction of Ga. LLC/Live Green Communities LLC et al. to Miao Wang and Anna Woodbury, 2241 Fisher Trail N.E., Atlanta 30345, Lot 23 Mount Brian Woods Unit I ID 1820404032, \$810,000.

Eric Love and Spencer Love Homes LLC to Chelsea and Daniel F. Emerson, 3615 Fortingale Road, Chamblee 30319, Lot 19 Block M Sexton Woods Unit I ID 18-307-12-019, \$805,000.

Jessica Leigh Eady and Scott Killingsworth Eady to Nicole B. Citron and Adam N. Koplan, 1205 East Rock Springs Road N.E., Atlanta 30306, Lot 14 Block A 18th District ID 18-055-13-122, \$798,000.

Timothy Reilly to Ari and Emily Kaiman, 1201 University Drive N.E., Atlanta 30306, Lot 24 Dearborn Heights Inc. ID 18-055-02-048, \$775,000.

Elizabeth H. and Joseph M. Smith to Emily T. and Kyle R. Leymann, 241 Madison Ave., Decatur 30030, Lot 41 Block 2 Oakhurst, Fla. 33004-943 Greenwood Ave., Atlanta 30306, Land Lot 16 14th District ID 14-0016-0004-052-0/14-0016-0004-054-6, \$2.6 million.

Greenwood Apartments LLC to Griffin Assets 21 LLC aka Griffin Assets XXI LLC, c/o The Griffin Fund 1007 North Federal Highway, Fort Lauderdale, Fla. 33004-943 Greenwood Ave., Atlanta 30306, Land Lot 16 14th District ID 14-0016-0004-052-0/14-0016-0004-054-6, \$2.6 million.

Joseph Matthew Quatro and Lauren Bullock Quatro to Angela S. and Samuel J. Seybert, 2326 Nesbitt Drive N.E., Brookhaven 30319, Land Lot 202 18th District ID 18-202-05-029, \$725,000.

Celesta Buchanan Kemerer and Craig R. Kemerer to Patrick Thurston, 1124 DeKalb Ave. No. 20, Atlanta 30307; 2018 McLendon Ave. N.E., Atlanta 30307, Lot 12 Block D Kirkwood Heights ID 15-238-04-075, \$681,000.

PennyMac Corp. to Barry Drake and Haesun Park, 155 High Bluff Court, Johns Creek 30097; 1280 Park Vista Drive N.E., Brookhaven 30319, Lot 5 Ville De Vista at Lenox ID 18 200 04 258, \$680,000.

High Point Properties Inc. and Ron McCracken to Caroline and Christopher Chotas, 246 West Hill St., Decatur 30030, Lot 1 A.J. Redwine ID 15-214-03-001, \$675,000.

Mark C. and Zenobia A. Godschalk to Patricia and William Anderson, 1325 Brookhaven Garden Lane N.E., Brookhaven 30319, Lot 8 Brookhaven Village ID 18-201-14-024, \$665,000.

Kevin R. Steward to Vincent George Luseby Jr., 840 Lullwater Park Lane, Atlanta 30306, Lot 18 Residences at Lullwater ID 15-241-01-157, \$640,000.

Holly E. Courter to Girum Mekonnen, 994 Nottingham Lane N.E., Brookhaven 30319, Lot 5 Nottingham Place ID 18-200-14-076, \$635,000.

James MacDowell and United Homes LLC to Ikechi Adana Brumfield and Tracy J. Brumfield, 2693 Knox St. N.E., Atlanta 30317, Lot 10-11 Block 2 W.B. Disbro Lumber Co. ID 15-203-05-027, \$631,445.

D. Scott Leslie and Tai Yi Su to Brian J. and Helena D. Feagans, 13 Exeter Road, Avondale Estates 30002, Lot 28 Block 2 Avondale Estates Units 1-2 ID 15-248-17-024, \$620,000.

Yvonne Mohajer Milani to Cameron Brown and Hung D. Nguyen, 2685 Clairmont Road, Atlanta 30329, Lot 24 Block A Autumn Park ID 18-158-09-013, \$615,000.

Carmen L. Westbrook to Mathavi Jothimurugesan Strasburger and Richard Leroy Strasburger Jr., 1237 Beech Valley Road N.E., Atlanta 30306, Lot 14 Block J Hyman Estates ID 18-056-03-168, \$609,900.

Tamara J. Kicera to Bryan H. Dow, 2009 Chrysler Drive N.E., Atlanta 30345, Lot 27 Block N Briarcliff Woods Unit 12 ID 18 194 10 029, \$599,900.

Paul S. Gables and Sanctuary Development Services LLC to Kevin Moore and Kathleen Jane C. O'Neill, 4115 Peachtree Drive, Brookhaven 30341, Lot 1 Block A Parkcrest Unit I ID 18 332 007, \$597,500.

Ashley Jones Lovett and Stephen Day Lovett to Steven N. Cummings and Kristin L. Kruse, 1291 Sunland Drive N.E., Brookhaven 30319, Lot 4 Block E Peachtree Road Park ID 18-241-06-014, \$590,000.

Patrick L. and Vivian D. Porter to Robert Louis Scott and Sara Elizabeth Hammond Scott, 7 Charter Square, Decatur 30030, Lot 7 Charter Square ID 15-245-02-017, \$569,900.

FULTON COUNTY Fred H. and Terry J.H. Henritze to Ashley and Chris Herschend, 2965 Nancy Creek Road N.W., Atlanta 30327, Lot 72 Provisional 2 ID 17-0232-LL-091-4, \$3.5 million.

Greenwood Apartments LLC to Griffin Assets 21 LLC aka Griffin Assets XXI LLC, c/o The Griffin Fund 1007 North Federal Highway, Fort Lauderdale, Fla. 33004-943 Greenwood Ave., Atlanta 30306, Land Lot 16 14th District ID 14-0016-0004-052-0/14-0016-0004-054-6, \$2.6 million.

Anna S. and William P. Muir to Blake and Sarah Anderson, 2113 Howell Mill Road N.W., Atlanta 30318, Lot 4 Block 1 Springlake Park ID 17-0153-0001-015-6, \$750,000.

Angela and Mitchell Hutchinson to David and Julia Darland, 1104 Los Angeles Ave., Atlanta 30306, Land Lot 1 17th District ID 17 0001 0006 046 0, \$739,000.

National Residential Nominee Services Inc. to Fair Sutherland, 5975 Winterthur Ridge, Atlanta 30328; 18 Leighton Court, Atlanta 30327, Lots 4-5 Leighton ID 17-0174-LL-171-4, \$2.05 million.

Scott A. and Wendy W. Kopp to David H. and Deborah W. Edison, 1371 Northview Ave., Atlanta 30306, Lot 19 Block A Highgate Park ID 17-0002-006-045-1, \$1.41 million.

Walter D. Jenkins and Mary E. Quinley to Denise and William Scott Miller, 138 Brighton Road N.E., Atlanta 30309, Lot 23 Block 7 Brookwood Hills ID 17-0110-0004-021-3, \$1.35 million.

Parker Fry LLC to Mario M. White and Stephanie Gaillard White, 1044 Balmoral Road, Sandy Springs 30319, Lot 1-B 1040 Balmoral Road ID 14-0014-0001-010-6, \$1.27 million.

Red Oak Investors LLC to Anthony Paul Valduga and Ryan Valduga, 822 Glendale Terrace N.E., Atlanta 30308, Lot 17 Block 1 Glendale N.E., Atlanta 30307, Lot 10 0408 001 048 3, \$1.2 million.

Linda Dagle Chmar and William T. Chmar to Jay Imperatori, 696 Sherwood Road N.E., Atlanta 30324, Lot 21 Block 4 Grogans Bluff ID 17-0051-0007-021-1, \$1.17 million.

1065 Midtown Owner LLC/1065 Midtown Venture LLC/Tribridge Co. Invest. 22 LLC to Douglas T. and Mary C. Healy, 1065 Peachtree St. N.E., Unit 2801, Atlanta 30309, Unit 2801 1065 Midtown ID 17-0106-0005-487-1, \$1.08 million.

Gilbert E. and Jennifer T. Mathis to Linda Carter Edwards, 945 Greyfield Place, Atlanta 30328, Lot 5 Greywalls ID 17-0123-LL-136-9, \$990,000.

Mary Beth Hatcher to Julie and Michael Wasserfuhr, 4566 Jett Road, Atlanta 30327, Lot 7 Land Lot 162 17th District ID 17-0162-LL-066-0, \$925,000.

Ashton Atlanta Residential LLC to Angela D. and John K. Nettuno, 5050 Forest Circle, Milton 30004, Lot 15 Grove On Birmingham High ID 22-3910-0456-063-0, \$912,034.

Michael Joseph and Rhonda Chalou to Ronnie and Christopher Michael, 16790 Quashree Drive, Milton 30004, Lot 15 Kingsley Estates Unit 1 ID 22-4360-0239-102-7, \$895,000.

Judith P. and Thomas D. Pillich to Arthur and Deborah K. Bradley, 1611 Doncaster Drive N.E., Atlanta 30309, Lot 5 Block G Sherwood Forest Unit 1 ID 17-0104-0006-023-5, \$875,000.

Rebecca B. and Travis Cresswell to Andrew and Leah Green, 2547 Ridgewood Terrace N.W., Atlanta 30318; 3185 Wood Valley Road N.W., Atlanta 30327, Lot 7 Block C J.J. Williamson and Sons ID 17 0157 0006 004 1, \$860,000.

DMPS Builders LLC and Deina Mandache to Elisabeth A. Ayres, 555 Bishop Way N.E., Atlanta 30307, Lot 7 Bishops Row ID 14-0046-0006-300-5, \$848,750.

Timothy M. and Veronica R. Robinson to Michael L. and Noelle M. Pierce, 201 Affirmed Court, Alpharetta 30004, Lot 33 Triple Crown PH 3 ID 22-3950-0774-053-1, \$795,000.

Andrew R. and Ann E. Cooper to Bridget R. and Ransom L. Massengill III, 3974 Whittington Drive, Atlanta 30342, Lot 3 Block A Lakemont Estates Unit 1 ID 17-0064-0005-022-6, \$785,000.

Anna S. and William P. Muir to Blake and Sarah Anderson, 2113 Howell Mill Road N.W., Atlanta 30318, Lot 4 Block 1 Springlake Park ID 17-0153-0001-015-6, \$750,000.

Angela and Mitchell Hutchinson to David and Julia Darland, 1104 Los Angeles Ave., Atlanta 30306, Land Lot 1 17th District ID 17 0001 0006 046 0, \$739,000.

Ashton Atlanta Residential LLC to Lisa A. Miller, 1265 Lee St., Milton 30004, Lot 33 Heritage at Crabapple ID 22-3850-1137-337-9, \$716,120.

Kakhi Huffaker Wakefield and Michael Wakefield to Meghan Guinee, 1812 Collard Drive N.W., Atlanta 30318, Lot 3 Block A Wesley Place ID 17-0146-0007-049-9, \$678,000.

David William Terry and Benjamin Stewart Case and Kristina Vandyke Case, 345 Hawks Circle, Alpharetta 30004, Lot 25 Crooked Creek ID 22 5370 0612 129 2, \$675,000.

Denise A. and Michael P. Lane to Eric and Linda W. Zenke, 2153 McFarlin Lane, Milton 30004, Lot 46 Braeburn PH III ID 22-4000-1907-256-6, \$673,900.

Anna K. and Dow N. Kirkpatrick to Sara Anitra Herrin and Thomas Pierce Herrin, 711 Greenview Ave. N.E., Atlanta 30305, Lot 19 Block G Peachtree Park ID 17-0046-0011-056, \$665,000.

Barbara Lynn Schick and Robert Oscar Schick to Edward and Elizabeth Smith, 265 Gold Creek Court, Sandy Springs 30350, Lot 16 Block B Grogans Bluff ID 17-0029-2005-016-2, \$659,900.

Robert A. and Sarita Samad to Milind and Shalini Patel, 13217 Antler Ridge, Milton 30009, Lot 17 Everglade ID 22 4780 0882 141 6, \$649,000.

John P. and Lynne W. Faucher to Tandra J. Bellamy, 100 Celanovia Way, Alpharetta 30022, Lot 11 Glen Abbey II ID 11-0160-0053-062-9, \$642,000.

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Bettye J. and Roland H. Maye to Ravichandra R. and Shubha M. Aithal, 1300 Creek Ridge Crossing, Alpharetta 30005, Lot 21 Creek Ridge ID 21-5585-117-031, \$635,000.

Lindsey and Matthew J. Phillips to Mathew D. Fallon, 620 Winding Creek Court, Atlanta 30328, Lot 96 Block C Associated Northside Unit 3 ID 17-0168-0001-071-2, \$631,000.

Lorenia Vazquez Pico to Jacob and Stefanie Meyer, 702 Rosalie St. S.E., Atlanta 30312, Land Lot 21 14th District ID 14-0021-0007-047-0, \$630,750. B.H. Cooper to Andrew R. and Ann E. Cooper, 3981 Whittington Drive, Atlanta 30342, Lot 2 Block B Lakemont Estates Unit 1 ID 17-0064-0005-010-1, \$620,000.

Iqbal and Masooda Khan to Don Lee Lynch Jr., 615 Walboro Hill Drive, Milton 30004, Lot 14 Oak Ridge On The Green ID 22-5200-0537-035, \$615,000.

Ashton Atlanta Residential LLC to David M. and Martha C. Jones, 3566 Stratford Drive, Alpharetta 30005, Lot 16 Eastgate ID 21-5500-1179-075-5, \$613,450.

Donald L. and Rhys Thomas to Charles M. and Lisa C. McCleskey, 9000 Huntcliff Trace, Sandy Springs 30067, Lot 32 Block A Huntcliff Unit 1 ID 06-0368-0001-0275, \$600,000.

K.R.E. C.C. Carrington Chase Owner LLC to W.O.P. Carrington Chase LLC, 5150 East Dublin Granville Road, Suite 1, Westerville, Ohio 43081; 6280 South Norcross Tucker Road, Tucker 30084, Land Lots 168/191-192 6th District ID R6191004, \$52.6 million.

Paran Homes LLC to D.R. Horton Inc., 8800 Roswell Road, Building B, Suite 100, Sandy Springs 30350, Lots 19/21/23/26/32-42/45-46/51-61/84/103 Bogon Meadows ID R1004889/R1004891/R1004893 et al. (28 Parcels), \$2.16 million.

Perry W. Moss to Tyson Anthony Jackson, 3055 Cypress Pond Pass, Duluth 30097, Lot 337 Block E Sugarloaf Country Club ID R7158-069, \$1.72 million.

Trinity Place Ga. LLC to Larry Scott Riggs, 4449 Lochsa Lane, Suwanee 30024, Lot 11 Block A River Club PH I ID R7278 186, \$1.16 million.

Monica E. Ambrose to Satyanarayan K. and Vijayalaxmi Reddy, 2726 Eudora Trail, Duluth 30097, Lot 680 Block G Sugarloaf Country Club ID R7159 126, \$875,000.

Cathleen A. and Thomas R. Donaldson to Hee Yang Lee and Mi Soon Shin Lee, 2775 Eudora Trail, Duluth 30097, Lot 701 Block G Sugarloaf Country Club ID R7159 147, \$775,000.

Cornerstone Homes at Peachtree Reserve LLC to Barry Earl and Brandy Blount, 3875 Scotts Mill Run, Peachtree Corners 30096, Lot 12 Block A Peachtree Reserve ID R6300 513, \$727,535.

Aaron L. and Cheryl D. Fontinel to Daniel S. Robinson, 2287 Hamilton Mill Parkway, Duluth 30019, Lot 4 Block W.W. Hamilton Mills ID R3002C221, \$695,000.

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- SOURCE: ATLANTA AEROTROPOLIS ALLIANCE

RENDERING/SPECIAL

Hapeville project a sign developers are 'turning south'

BY LAURA RAINES
Contributing Writer

When **Gerald McDowell** became executive director of the **Aerotropolis Atlanta Community Improvement Districts** in January 2015, he occasionally heard from developers looking at property near **Hartsfield-Jackson Atlanta International Airport**. "In the last six months, I'm getting those developer calls and having meetings weekly,"

said McDowell, who represents the Airport West CID (2014) and Airport South CID (2015) on the board of the **Atlanta Aerotropolis Alliance**.



Gerald McDowell

"They come to us because of the relationships we've formed. They need information and

introductions to people," said McDowell. "The development community is finally turning south."

"And the timing is near perfect," he said, given the infrastructure improvements underway, the private/public collaboration by the Atlanta Aerotropolis Alliance, the \$6 billion investment planned for the airport, an abundance of affordable land, and municipality and county development incentives and opportunity zones. The CIDs are drawing

up a master plan, the Council for Quality Growth has formed a South Metro Advisory Committee, and airport cities are talking about a transit feasibility study. "We're planning for growth – so we don't have the congestion of the Northside in 20 years," he said.

Air commerce expert John Kazarda's idea of 'aerotropolis,' a thriving business, residential and retail community

CONTINUED ON PAGE 11B



THE AIRPORT ENGINE
Tuning up its economic power
Atlanta Aerotropolis Alliance readying its blueprint.
PEDRO CHERRY, 2B



DRIVING IT FORWARD
Logistics ops surging in South
Location, land and e-commerce all drive growth, Chris Brown says.
RANDY SOUTHERLAND, 2B



MAKING MORE ROOMS
Why hotel development is thriving
Airport-driven expansions push hospitality needs.
H.M. CAULEY, 4B

MARKET REPORT

VIEWPOINT

Aerotropolis Atlanta leading the way to world-class airport community

Hartsfield-Jackson Atlanta International Airport is responsible for putting more metro Atlantans to work than any single employer in the region, claiming direct responsibility for more than 64,000 jobs. And it contributes \$32 billion to the economy every year.

As chairman of the Aerotropolis Atlanta Alliance, I like to think of Hartsfield-Jackson as more than that, though. I think of it as the front door for metro Atlanta, or even for the Southeast. It is our first impression to millions of visitors every year.

I also think of it as the driving force behind the Atlanta region's next hot market. With plenty of available land for development, the presence of major corporations and access to three critical interstates, the south side of metro Atlanta is definitely on the rise.

Just looking at the area we call Aerotropolis Atlanta, one can find: Fortune 500 companies, Georgia's second-largest convention center, five MARTA stations, three community improvement districts and three film studios, for starters.

With the Airport area's cluster of existing hotels, two four-star hotels on the way, and millions of square feet of



Pedro Cherry is chairman of the board of the Atlanta Aerotropolis Alliance and senior vice president, Metro Atlanta Region, Georgia Power.

office, warehouse and commercial space planned at Fort Gillem, at Fort McPherson, and all around, the Aerotropolis community is ready to take off. And it's bringing south metro with it.

However, that success can only be sustained if it's well planned and has the support of local governments, non-profits, academia, and business partners. That's where the Aerotropolis Atlanta Alliance comes in.

After meeting informally for a few years, we officially chartered in 2014. By the end of 2015, we had 28 public, private and nonprofit investors and partners who raised more than \$400,000 to lay the foundation for broader economic development in the area.

We believe the aerotropolis concept will work because we see coordinated development helping airports around

the world become economic drivers, much like the shipping ports of old.

In many places, a large portion of the aerotropolis land is controlled by the airport or by one governmental jurisdiction, making it easier to plan development. But in Aerotropolis Atlanta, land can be found in any number of cities and counties, as well as within the airport property.

Today, all of these jurisdictions sit at our table, working collaboratively to improve the Aerotropolis community. They understand that a win for one is a win for all.

During its first two years, the Alliance has already made significant progress. It collaborated with the founders of two new community improvement districts that will function as one body, called the Aerotropolis CIDs. It hosted North America's first SMART Airports and Regions Conference in 2015 with 600 attendees from 16 countries. It participated in two trade missions, developed new branding and continues to develop its Aerotropolis Atlanta Blueprint.

Scheduled for adoption later this year, the Blueprint aims to provide a vision and strategy for a world-class, airport-centric community that benefits

the entire Atlanta region.

Taking into account the abundance of developable land around Hartsfield-Jackson, the Blueprint proposes uses for certain areas. For example, it envisions a "corporate crescent" stretching across the north side of the airport property, including Porsche Cars North America and Delta Air Lines. The airport property would also be bookended by an "International Gateway" of commercial and restaurant properties located opposite the proposed Airport City.

With corporations like Porsche, Delta, Chick-fil-A, SunTrust and Georgia Power joined on its board by every local city, county and chamber of commerce, as well as the Annie E. Casey Foundation and other nonprofits and educational institutions, the Alliance is about more than just development. It also has several efforts underway to meet the workforce needs for a wide range of employers.

As you can see, there is a vision and there is a plan. Now we are focused on working with our partners to make it a reality. More investors and more voices are always welcome as we work to make the Aerotropolis Atlanta community, and all of the Atlanta region, a better place for everyone.

Location, land help fuel Southside logistics industry

BY RANDY SOUTHERLAND
Contributing Writer

Atlanta's Southside has long been a hub for warehousing and distribution thanks to its proximity to interstate highways, rail lines and of course Hartsfield-Jackson Atlanta International Airport. Now the e-commerce trend and an improving economy is heating up real estate demands and generating jobs at levels unseen in recent years.

"It's been very healthy for the last 10 to 15 years," said **Chris Brown**, senior vice president Southeast region, **Duke Realty**. "Really the only slowdown was related to the recession."

That healthy market prompted Duke Realty's Atlanta office announced plans to develop a 614,880-square-foot speculative warehouse in Camp Creek Business Center – a 400-acre industrial park near the airport.

"Other companies such as McDonald Development are looking to do additional spec building – anywhere from 300,000 to 500,000 square feet," said **Kirsten Berry**, program director, **Atlanta Aerotropolis Community Improvement**

Districts. "Then you look to Union City where the amount of distribution, logistics and warehousing that they have seen over the last five years is astronomical. I was recently talking to some industrial real estate developers and they were telling me that right around the airport they're starting to run out of land to build these types of buildings, so they're starting to look further south."

Berry noted that transportation and logistics "jobs have more than doubled since 2004."

In fact, the Southside region contains 160 million square feet of industrial real estate, the second largest inventory in metro Atlanta, and is currently leading the market for industrial absorption at 56 percent. Vacancy has been trending downward and lease rates – currently about \$3.36 per square foot – have risen substantially over the last two years, according to Berry.

Factors driving the Southside logistics industry include an improving economy and an upsurge in e-commerce sales. Both Amazon and Walmart have large dedicated logistics operations, and Kroger, The Home Depot, Dick's Sporting Goods and Green Mountain Coffee have opened logistics and distribution operations in the area.

"There's also proximity to the interstate system and the airport and the intermodal yards," said Brown. "So you basically have a combination of infrastructure, logistics

► TRANSPORTATION AND WAREHOUSING

- Jobs in Atlanta MSA increased 6.9% 27,941 (2004) to 136,831 (2014)
- Jobs on Southside increased 128.9% 30,027 (2004) to 62,495 (2014)

SOUTHSIDE HAS 45.7% OF MSA LOGISTICS JOBS

and the population center of Atlanta."

Atlanta, which was founded in 1837 at the intersection of two railroad lines, has thrived largely because of its ability to move goods.

"On the Southside, we're getting a lot more development in the past 10 or 15 years in part because the Northside got built out a little more quickly than it did," said **Daniel Studdard**, principal planner, Transportation Access And Mobility Division, **Atlanta Regional Commission**.

A greater availability of land for buildings has made the region particularly attractive. Henry County just south of the airport has attracted a large number of distribution centers. In recent years, it's become a destination point for goods being shipped by truck from the Port of Savannah.

"Our location and the number of interchanges along the 75 corridor give us good access," said **Charlie Moseley**, executive director, **Henry County Development Authority**. "Being south of the city means

you can go from Henry County to the port and back in a legal day's truck drive."

The willingness of developers to put up spec space has helped push more companies to locate in the area, according to **Al Nash**, executive director of the **Development Authority of Fulton County**.

"We're on the tip of the iceberg of this e-commerce (business). It's not just business-to-consumer, but it's business-to-business. It's how they get their goods to their facility. Manufacturers are having to rethink that whole process," said Nash.

The upsurge in demand for space in Southside has pushed rents up and prompted some companies to move further south where space can be had at a lower rate. Those companies that need to be closer in to handle faster deliveries are paying the higher rents, while others are locating in Clayton and Henry counties.

Municipalities such as Union City and East Point have benefited from the logistics industry growth. **Property Solutions Group** is building a new 500,000-square-foot facility on Lawrence Avenue in East Point.

The new development in one of the city's older industrial areas is "going to be a game-changer," said **Maceo Rogers**, **East Point's** director of economic development "For us that's big because it's really just on the north end of our downtown area."

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MARKET REPORT

Airport driving growth that drives hotel development

BY H.M. CAULEY
Contributing Writer

Finding a four- or five-star room for the night within a short hop of Hartsfield-Jackson's runways is about to get a lot easier. A burst of hotel activity around the world's busiest airport is adding not only beds and breakfast cafes, but meeting rooms, conference centers and luxury to what many see as a long-overlooked market.

Projects in the pipeline include a five-star Solis hotel next to the **Porsche Cars North America** headquarters in Hapeville, a four-star hotel in the "Airport City" development and a Renaissance hotel at Gateway Center in College Park. A former Comfort Inn is being revived as a Four Points by Sheraton hotel and conference center in East Point. And joint venture of **H.J. Russell & Co.** and **Air Realty LLC** will bring an Aloft hotel to The Pad on Harvard, a transit-oriented development going up on Harvard Avenue near the College Park MARTA station.

Ask industry experts what's fueling these projects, and the answer often comes with a "doh."

"It's the airport," said **Paul Breslin**, managing director of **Horwath HTL**, a global hotel consulting company. "When someone asks me what really made Atlanta, I tell them it was the airport. The impact that Hartsfield-Jackson has, made Atlanta, and it's not just good; it's amazing."

Breslin points to last month's report that airport traffic was up 6 percent. "We are the busiest airport in the world, and that's an economic development engine for multiple counties. They're building manufacturing, assembly and distribution centers right near it. The airport is a transportation hub, port and a city all in one."

Horst Schulze, founder of the **Capella Hotel Group** and the firm behind the Solis project, agrees with Breslin's reasoning behind the area's surging growth.



Horst Schulze

"It's the airport," said Schulze. "But I was always fascinated by why there weren't more significant hotels there. Why is this just happening now?"

The airport has been hailed as the nation's busiest since the late 1990s. What's changed since then? A lot of those passengers got off and stayed, swelling the number of metro residents and the traffic headaches they create.

"It was always my thought that downtown Atlanta was very accessible then because traffic was not as traumatic as it is now," said Schulze. "At one time, you could be downtown in 12 minutes; that's not true anymore."

Maceo Rogers, at the site of the Four Points hotel in East Point, says the city is seeing 'great activity' due to access to I-20, I-75 and I-85 and the airport.



JOANN VITELLI

► AIRPORT HOTEL PROJECTS

- Four Points by Sheraton, a brand from Starwood Hotels & Resorts Worldwide Inc.: 190 rooms
- Aloft Hotel, to the Pad on Harvard: 136 rooms
- Renaissance Hotel at Gateway Center: 204 rooms
- Solis Hotel at Porsche Cars North America in Hapeville: About 220 rooms

At the same time, a lot of companies eyeing the airport didn't relish the thought of competing against their own brand in the market. But giving consumers more options is a positive step, said **Artie Jones III**, College Park's economic development director, even for the airport's existing hotel market.

"A lot of times, they think new hotels will take their market share," said Jones. "But that's not so here. We have high occupancy rates and offer a nice variety for individuals coming into the airport. New hotels will also directly help College Park to develop; we have about 350 acres across from the airport that we're looking to develop in the next five years. And they'll help the area. We now have our destination management organization – our own CVB – and other cities are coming under our organization. There's no doubt the airport has been a large part of our success."

The arrival of the international terminal has also played a part in the demand for more hospitality options. Visitors want first-class facilities close-by so they can fly in, attend a meeting or conference, and fly out with as few detours as possible.

"With that terminal, we saw the airport market opening up a few years



A rendering of the Four Points by Sheraton hotel.

RENDERING/SPECIAL

ago, and now it's very vibrant," said **Joe Reardon**, senior vice president of marketing and business development for **Hotel Equities**, the firm helping create an old



Joe Reardon

Comfort Suites into a Sheraton Four Points with 5,000 square feet of meeting space. "But think of the Porsche area; there's only one small hotel near it. People want easy access to an area that's not too congested, where they can walk to new restaurants. But this area was underserved by nicer and larger hotels with meeting space."

Schulze agrees that the arrival of the Porsche Experience Center near the airport has been a factor in drawing development

attention to the area. "I believed an upgraded hotel in that area will give us a lot of business; it's a no-brainer. Porsche has reawakened things; you're going to see more hotels and businesses, more fly-in, fly-out meetings. You'll even see more business from weddings; people stay at an airport hotel before flying out for their honeymoon. And look at the movie studios coming in; their people are looking for something on more of a luxury level than is available right now. This kind of growth is a good thing to happen overall."

While the airport area has its own economic engine, Reardon also sees the demand for hotels growing in other parts of the metro area as well. "I think you're going to see that supply/demand cross in a few years, but this is a time for growth with new construction and repositions."

AIRPORT SOUTH CID - A LEADER IN THE AEROTROPOLIS CIDS

The Airport South Community Improvement District (CID) is the first CID in Clayton County and the second within the Aerotropolis area. The Airport South CID is jointly administered with the Airport West CID through a dynamic partnership called the Aerotropolis CIDs. The two CIDs work together to create an economically strong, safe, attractive and vibrant community surrounding the Hartsfield-Jackson Atlanta International Airport.

CID ACCOMPLISHMENTS

- MARTA stops added to Phoenix Blvd.
- I-285 & Riverdale Road cleanup
- SRTA GTIB application
- Traffic mitigation at I-285 & Riverdale Road
- Weekly cleanup along Camp Creek Parkway, Airport Blvd., Sullivan Road, Best Road and Forest Parkway



FUTURE CID GOALS

- Safety and security patrols
- Gateway enhancement
- Master planning
- Traffic improvements
- Wayfinding and signage



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Gerald McDowell, Executive Director
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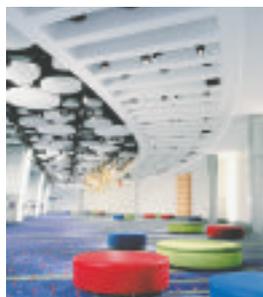
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MARKET REPORT

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JOANN VITELLI

Southside leads in film production sites

BY JANET JONES KENDALL
Contributing Writer

Five years ago when POPfilms associate producer Lynn Hylden was offered a job in Atlanta, her initial reaction was, "No way."



Lynn Hylden

"He kept sweetening the deal until I caved in and said okay," Hylden said. "I was actually in Washington, D.C., and flew to Atlanta the next day, and then returned to

L.A. over a long weekend to get my stuff and ship my car out to Atlanta."

Hylden intended to be in Atlanta – specifically at POPfilms' studios on Marietta Street – for the duration of a three-month show. Five years later, she continues to lead production work in Atlanta, has earned an MBA from Emory University, has purchased a house here and considers herself a "permanent Georgia resident now."

More and more people involved in the country's film industry are beginning to say that as the state's 30 percent tax incentive program for film, television and video game production continues to draw jobs to Atlanta and specifically to its south side.

One of the nation's most popular television shows – AMC's "The Walking Dead" – is filmed in Senoia. Pinewood Studios, which already has 11 sound stages on 700 acres in Fayetteville, plans to add six more. Atlanta Metro Studios is now open with three buildings that include a 120,000-square-foot sound stage in Union City on the site of the former Shannon Mall. Film mogul Tyler Perry is redeveloping 330 acres of Fort McPherson into a production complex that could have up to 16 sound stages, and Hylden's POPfilms has a five-year lease on a former warehouse building on Fulton Industrial Boulevard in south Fulton County.

But it's certainly not just the tax credit that's drawing in film industry business. Like Hylden did five years ago, many of these newcomers are whisking straight

into the state's new film center through Hartsfield-Jackson Atlanta International Airport, said Craig Miller, executive producer of Craig Miller Productions and chair of the Georgia Film, Music and Digital Entertainment Advisory Council.

"Atlanta Hartsfield-Jackson International Airport is responsible for a huge percentage of the film production that has moved to Atlanta," Miller said. "The quality of life in Georgia exceeds most movie people's wildest dreams."

The airport has allowed the state to continue to reap more rewards as its efforts to draw just this type of growth in the film industry are beginning to pay off, said Al Nash, the executive director of the Development Authority of Fulton County.

"It all adds in to building on the seeds that were planted and have all of the sudden now started bringing in crops and expansion," Nash said. "The core issue is certainly that Hartsfield is viewed around the world as a global airport. What we find is that a lot of people featured in the film – not just the stars but the crews and everyone involved – can get here quickly."

Atlanta Metro Studios' location in Union City is one of the key reasons for its success, co-founders Ed Richardson and Brian Livesay believe.

"We take great pride in having developed and built a film and television community inside the existing, thriving community of Union City," Richardson said. "We have great support from Mayor Vince Williams and his team and are able to offer our clients significant local benefits in the form of hotels, banks, restaurants and retail just walking distance of our front gate – all within a song from Hartsfield-Jackson Atlanta International Airport. It's a total package that allows us to provide world-class service to our global clientele."

And there are other factors sweetening the pot, Hylden said.

"I think that the growing investment in infrastructure in terms of production stages, crew, available gear and technology, and the reputation of Atlanta as being a friendly and overall great place to bring

CONTINUED ON NEXT PAGE

MARKET REPORT

CONTINUED FROM PREVIOUS PAGE

production to, is really helping sell Georgia to the studios and big decision-makers in Los Angeles," she said.

Her company has produced three television series and two movies in its 100,000-square-foot warehouse, which used to be a Staples distribution center.

"It's great because we can utilize the space as we need, and the roll-up bay doors have become almost invaluable as our trucks can pull right up to them and unload the electrical rigging or camera trucks or even large set pieces directly onto

the warehouse floor and quickly transform this space into our magical fantasy sets," she said.

The film industry could finally be the thing that brings revitalization to the southwest Atlanta area, said **Tom Weyandt**, a former deputy chief operating officer for the city of Atlanta who is now a board member for the **Fort McPherson Implementing Local Redevelopment Authority**, overseeing the redevelopment of the former Army base where Perry's new facility is located.

"Southwest Atlanta has a history of significant economic challenge, having

experienced almost a decade of failed plans to ignite investment and job creation," Weyandt said. "The resulting perception of the area is a challenge to overcome. The reality is that the McPherson and Oakland City areas are realizing unprecedented investment with the arrival of Tyler Perry Studios and the commencement of construction of the Atlanta Beltline West Side Trail. We are poised to build on that momentum."

The Southside has led the Atlanta region in terms of growth in the film and movie industry, said **Michael Hightower**, managing partner, **The Collaborative Firm**



Michael Hightower

LLC, and a member of the board of directors of **Atlanta Aerotropolis Alliance**. Proximity to Hartsfield-Jackson airport, land prices and a welcoming attitude are some reasons for the growth, he said.

With continued film/movie growth, new retail and single family residential development will occur in the south metro, Hightower predicted.

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MARKET REPORT

VIEWPOINT

South Fulton: Grow, invest, create now

Now is the time to see South Fulton. The region has a multitude of assets that complement various business sectors and industries. Based on its availability of developable land, highly qualified workforce, and proximity to major transportation networks, South Fulton is poised for further growth.

The brand names that now have made an investment in the region are joining the likes of Chick-fil-A and Delta. As the area retains businesses, the likes of Google, Porsche, and Walmart.com have increased their presence in South Fulton, investing in the growth possibilities that are only available in this region. Each city – Hapeville, East Point, College Park, Union City, Palmetto, Fairburn, and Chattahoochee Hills – and the unincorporated area offer a dynamic real estate market, an authentic downtown experience, growing communities, and a positive economic outlook.

The visionary leadership in South Fulton’s cities believes this is the time to invest in development of a regional branding effort, Connect South Fulton. “This collaboration is the key factor in the movement to strategically develop recognition of South Fulton County, creating an overall better economically equipped Fulton County,” says Mayor Vince Williams of Union City. “By unifying the South Fulton sister cities under one marketing brand and intentional focus on four pillars – business recruitment, business expansion, marketing,



Al Nash is executive director of the Development Authority of Fulton County.

and government relations – Connect South Fulton is Atlanta’s gateway to opportunity.” Developers are investing now. In the last two years, the area has attracted more than \$597 million in investments via new development and expansions, with each city contributing a unique element to the region’s economic mix. Union City’s strategic revitalization of Shannon Mall with a mixed-use development housing Atlanta Metro Studios and distribution space transforms this aging parcel into a destination for emerging industries and e-commerce businesses. College Park is expanding its downtown TOD (or transportation oriented district), which includes 300 units of multi-family residential units, an Aloft Hotel, retail, restaurants, and the Pad on Harvard, a new mixed-use development. East Point has a strong Main Street program to support small businesses and is exploring mixed-used developments to strengthen its downtown corridor. Hapeville continues to capitalize on the strength of the Porsche brand with the development of the new Solis Hotel scheduled to open in

summer 2017. The City of Fairburn will house a new luxury apartment complex, the Oakley Apartments, which will be the first multi-family development to be built in more than a decade. Palmetto has a strong manufacturing base and continues to focus on attracting new developments. Chattahoochee Hills’ focus on maintaining 70 percent of its land for green space and capitalizing on its unique development plan will continue to attract entrepreneurs and new residents alike.

All of these communities have capitalized on the power of Hartsfield-Jackson Atlanta International Airport. The cities house the largest amount of available land near an international airport. The region is home to South Fulton Parkway and the Aerropolis project. “The creation of the Georgia Aerropolis Corridor will strengthen inter-generational equity in our region and fuel both global and local development projects in the area,” according to Union City Mayor Williams.

Companies are choosing South Fulton for relocations and expansions. South Fulton’s key industries are transportation and logistics, which deliver goods for the region’s large e-commerce fulfillment centers yielding high numbers of jobs and investments. Companies seek out South Fulton because it connects people and goods within two hours of 80 percent of the U.S. population via air. Manufacturing companies, like Miller Zell, are now expanding and food manufacturers are sustaining their

“In the last two years, the area has attracted more than \$597 million in investments ...”

presence in the region. Now with the influx of film and television production in the South, the entertainment industry is booming with the addition of several new large and independent production studios. These industries’ economic ancillaries bring additional business to local sectors including caterers, hotels, and retail.

Now is the time for the South Fulton region to focus on transportation alternatives and reduction of traffic congestion. To increase the ease of development and accessibility, transportation must be swift and affordable to attract all socioeconomic groups. With this in mind, MARTA plays a strong role and presents itself as a collaborative partner. We know that MARTA is working diligently to expand throughout the metro area, and we see South Fulton as one of its greatest opportunities.

As companies and residents continue to choose South Fulton, Select Fulton is your economic development partner and, together with the cities of South Fulton, we will work to ensure your business has access to the resources and expertise at our disposal to help relocate, grow, and enhance your business.

Top employers in some Southside counties

HENRY COUNTY

EMPLOYER	NUMBER OF EMPLOYEES
Henry County Schools	6,000
Henry County Government	1,566
Piedmont Henry Hospital	1,281
PVH Corp.	813
Federal Aviation Administration	800
Georgia Power Customer Care Center	544
Southern States LLC	420
Luxtotta Retail Group	370
TSYS	325
Ken’s Foods Inc.	323

SOURCE: HENRY COUNTY DEVELOPMENT AUTHORITY, WWW.CHOOSHEHENRY.COM

CLAYTON COUNTY

EMPLOYER	NUMBER OF EMPLOYEES
Clayton County Public Schools	7,100
Delta Tech Ops	6,000
Southern Regional Medical Center	2,100
Fresh Express Inc.	1,100
Southern Co.	766
Clayton State University	750
FedEx Ground	750
Saia Motor Freight Line	500
R&L Carriers	430
TOTO USA	425
Avis Rent A Car	400

SOURCE: CLAYTON COUNTY OFFICE OF ECONOMIC DEVELOPMENT, WWW.INVESTCLAYTON.COM

MARKET REPORT

Southside Atlanta by the numbers

The Atlanta Aerotropolis Alliance study area includes portions of south Fulton County, the majority of Clayton County (north, west and central) and small parts of DeKalb and Henry counties. Here are some statistics from the Atlanta Aerotropolis CIDs:

DEMOGRAPHICS

► The Aerotropolis Study Area is growing. The study area has added over 47,000 new residents since 2000, an increase of 13.4 percent. Although most of the increase was concentrated in residents between 55 and 74 (commonly referred to as baby boomers), the age grouping with the most representation are young adults aged 25 to 34.

The study area population is getting older. The increase in baby boomer residents has resulted in the median resident age increasing from 30.6 in 2000 to 33.2 in 2016. However, the large segment of young adults has held the median resident age lower when compared to the surrounding region (35.8).

INCOMES

► Median income levels have increased slower than the region. The median

The flyover ramp between I-675 & South Metro Express Lanes.



SPECIAL

household income of \$38,305 in the Aerotropolis Study Area has grown modestly since 2000. Slow income growth can be attributed the increase in baby boomer population, many of whom are reaching retirement age and relying on fixed incomes.

► Many study area residents work nearby. Over 38,000 employed study

area residents have their primary jobs close to home. Nearly two-thirds of the residents are employed in white-collar occupations; however transportation, manufacturing, and retail services jobs are also common. Although the study area has a comparatively lower share of residents with secondary degrees, it has high labor force participation. More than 80

percent of the population has at least a high school diploma.

HOUSING

► The housing stock in the Aerotropolis Study Area is a mixture of single-family detached, townhouses, and multi-family residential; reflective of the age and incomes of the population. Over 27 percent of the housing stock was built in the 2000s, representing the most active year of residential construction. Residential building permits remain less than 50 percent of pre-recession levels.

EMPLOYMENT

► The Aerotropolis Study Area is an important job center. It hosted nearly 207,000 jobs in 2014, 8.9 percent of the regional total. Jobs in 2004 totaled 164,420, making 2014's figure a net increase of 25.9 percent in employment.

Transportation and warehousing jobs have more than doubled in the last decade and represent nearly 90 percent of the total increase. Over 80 percent of study-area jobs are filled by people living elsewhere in the region; roughly one-third of the commuters travel more than 25 miles to study-area jobs.

The City of East Point...

WHERE OPPORTUNITIES ABOUND

Approximately 2.3 million square feet of office, warehouse and distribution space, including Class - A commercial space, is located within the City's commercial and industrial areas. The City boasts two Tax Allocation Districts (TAD's), an Opportunity Zone (OZ), a 100% Freeport Tax Exemption on manufacturing inventory, a Hub Zone, Less Developed Census Tracts qualifying for increased state job tax credits, no impact fees on development, has its own very competitive water and power rates and has the Business and Industrial Development Authority (BIDA) that offers bond financing for eligible projects. In addition, the City is proud to be a part of the Airport West Community Improvement District and the Aerotropolis Alliance.

To learn more about advantages and opportunities in East Point's business district, contact: Maceo Rogers, 404.270.7217, jmrogers@eastpointcity.org



MARKET REPORT

VIEWPOINT

South Metro Express Lanes set to open in 2017

Over the course of my 13 years of service on the Georgia Department of Transportation State Transportation Board, I have seen a vast amount of growth in South Metro region. As I think back to when the stretch of Interstate 75 spanning through Henry and Clayton counties first opened, I remember the combined population was around 120,000 residents. The new interstate system made traveling to Atlanta easier, unlocking new opportunities and making it an attractive area to move to for families and businesses. New housing developments, schools, shopping centers and other amenities were built to accommodate the growth, creating jobs and improved quality of life.

In 2015, these two counties boasted a population of approximately 480,000 according to recent U.S. Census estimates. Henry and Clayton counties, and the entire metro region for that matter, are at the epicenter of a population boom in the Southeast. While there are many upsides to the continued growth, it also presents a significant challenge for our transportation infrastructure. However,



Dana L. Lemon serves on the State Transportation Board and represents the 13th Congressional District.

a solution is on its way with the new I-75 South Metro Express Lanes, providing an alternative commute option that will significantly improve mobility and quality of life for residents. Designed to offer commuters another, more reliable transportation option south of downtown Atlanta, the I-75 South Metro Express Lanes are reversible managed toll lanes built within the existing highway. The new lanes add additional capacity to accommodate more travelers while leveraging innovative technologies to manage traffic flow. By charging a variable rate based on the level of traffic, the managed lane system will provide motorists the option to use the Express Lanes and travel at an average speed of 45 miles per hour.

Similar managed lanes systems around the country have proven successful. This past spring I had the opportunity to join more than 100 metro Atlanta leaders in Dallas, Texas, to get a firsthand look at how they are addressing many of the same issues we face here in the Atlanta region. With a population of about 7 million, the Dallas-Fort Worth area also faces significant traffic congestion challenges.

The Texas Department of Transportation opened a similar system to our I-75 South Metro Express Lanes project last year. Since then, the 13-mile LBJ Express Lanes system has carried more than 1 million vehicles while maintaining a minimum 50 mph speed of travel 92 percent of the time, and reduced congestion time by more than 25 percent in the general purpose lanes. These results are promising as we prepare to open the I-75 South Metro Express Lanes in early 2017, and move forward with other projects to expand the Georgia Express Lanes system.

I'm excited to see the I-75 South Metro Express Lanes project bring similar benefits to our communities in Clayton and Henry counties. This project is adding two reversible managed lanes extending 11 miles along I-75, from exit 216 (SR 155/

McDonough Road) to exit 228 (SR 138/ Stockbridge Hwy). The Express Lanes will operate northbound in the morning, moving toward the City of Atlanta, and southbound in the evening.

In May, GDOT announced the completion of the Mount Carmel Bridge replacement in McDonough, Ga. The new, wider bridge was constructed to accommodate the Express Lanes that travel under the bridge, and was completed ahead of schedule.

The Governor's Office and the State Road and Tollway Authority in June awarded \$3.5 million to Henry County to go toward the construction of a park-and-ride lot near the intersection of Jonesboro Road and Interstate 75. Vanpools and Xpress buses will have access to the new I-75 South Metro Express Lanes.

This \$226 million investment provides 12 miles of new Express Lanes in Clayton and Henry counties. The value is undeniable. As the area continues to grow, improved transportation options will lead to expanded economic development opportunities in the region, stimulating job growth and attracting new investment along the I-75 corridor.

THE LIST

Compiled by Patsy Conn
404-249-1008, @ResearchAtBiz
pconn@bizjournals.com

SOUTHSIDE CHAMBERS & ECONOMIC DEVELOPMENT AGENCIES

LISTED ALPHABETICALLY BY JURISDICTION

Organization Website	Address Phone	Latest annual revenue	Partial listing of membership benefits, services provided or mission	President or executive director(s)	Year established
Airport Area Chamber of Commerce airportchamber.com	600 S. Central Ave., #100 Hapeville, GA 30354 404-209-0910	\$89,569 ¹	website advertising, insurance opportunities, business-to-business discounts, member directory with advertising opportunities, networking opportunities	Brian Kingston	1947
Clayton County Chamber of Commerce claytonchamber.org	2270 Mount Zion Rd., Jonesboro, GA 30236 678-610-4021	\$407,372 ¹	business advocacy, economic development, governmental affairs, leadership development, discounted group health insurance	Jeremy Stratton	1953
Clayton County Office of Economic Development investclayton.com	1588 Westwood Way, Morrow, GA 30260 770-477-4450	NA	complimentary site selection, development incentives, permitting assistance, customized demographic and market research, workforce development and training assistance	Courtney Pogue	1989
Coweta County Development Authority developcoweta.com	100 International Park, Newnan, GA 30265 770-304-1777	NA	bond financing, tax relief, assistance with permits, site location assistance	Greg Wright	1973
Newnan-Coweta Chamber of Commerce newnancowetachamber.org	23 Bullsboro Dr., Newnan, GA 30263 770-253-2270	\$692,352 ¹	access to resources, reduction in costs and overhead with exclusive chamber discounts, Drugs Don't Work program	Candace Boothby	1947
Fayette Chamber of Commerce fayettechamber.org	600 W. Lanier Ave., #205 Fayetteville, GA 30214 770-461-9983	\$560,810	to enhances economic and community development through leadership, service and advocacy for Fayette County	Carlotta Ungaro	1967
Fayette County Development Authority fayettega.org	200 Courthouse Sq., Fayetteville, GA 30214 770-461-5253	NA	facilitates an improved business climate, diversified economic base and stable economy in Fayette County	Emily Poole	1988
Development Authority of Fulton County developfultoncounty.com	141 Pryor St., #1031 Atlanta, GA 30303 404-612-8078	NA	bond financing, site selection assistance, permitting assistance, workforce training services	Al Nash	1973
Economic Development Corporation of Fulton County fultoncoga.gov	5534 Old National Hwy., Bldg. H, #300 College Park, GA 30349 404-836-7731	NA	long-term, fixed asset financing (with participating lenders) for small businesses through the SBA's loan programs	Eugene Merriday	1991
South Fulton Chamber of Commerce Inc. southfultonchamber.com	1514 E. Cleveland Ave., #205 East Point, GA 30344 770-964-1984	\$74,863	membership luncheons, Eggs & Issues breakfasts, small-business institutes, small-business administration resource classes, health insurance, certificates of origin	Y. Dyan Matthews	1947
Henry County Chamber of Commerce henrycounty.com	1709 Georgia 20 W., McDonough, GA 30253 770-957-5786	\$942,211 ¹	website listing, discount programs, networking, business promotions	David Gill	1967
Henry County Development Authority choosehenry.com	125 Westridge Industrial Blvd., McDonough, GA 30253 770-288-8000	NA	site selection, taxes and incentives assistance, workforce development, property location assistance, research and data services, tax incentives	Charlie Moseley	1967

¹ Figure obtained from most recent Form 990 on file with GuideStar.
NA - Not available or not applicable

SOURCES: Atlanta Business Chronicle research, the agencies, GuideStar.org. It is not the intent of this list to endorse the participants or to imply that the listing of a company indicates its quality. Majority of information listed is based on responses from the companies to Atlanta Business Chronicle surveys. Please send corrections or additions to Patsy Conn at pconn@bizjournals.com.

MARKET REPORT

CONTINUED FROM PAGE 1B

surrounding an airport in the 21st century, has finally taken root in Atlanta.

Porsche Cars North America planting its headquarters in the aerotropolis area, and recently adding the city's first Solis Hotel, was a powerful catalyst. In 2014, the Atlanta Aerotropolis Alliance formed to promote economic development and create a blueprint for growth. New CIDs began addressing transportation, safety and beautification issues and purposeful development has followed.

Main Street Partner Group LLC's \$100-150 million town center mixed-use project in Hapeville is significant. "As we've been shown by Porsche, the airport is a tremendous place to locate," said **Neal Golden**, CEO of Main Street and vice chairman at **Newmark Grubb Knight Frank**. "There's been a growing trend for airports to attract surrounding vibrant, live-work-play communities. We see it in New York, Washington, D.C., and Miami. There is no reason why Atlanta's major airport shouldn't be at the center of important growth for the city and region."

Bill O'Brien saw Hapeville's worn downtown as a prime location 10 to 12 years ago. It was close to Atlanta, the airport and all interstates. "The city officials had vision and this project is a true example of public/private partnership," said



A FedEx site becomes offices at 1 Clay Place.

SPECIAL

O'Brien, project manager, Main Street Partner Group LLC.

He assembled 62 parcels and struck a deal with Golden to form Main Street Partner Group to plan a dynamic new town center for Hapeville. The 30 acres along Porsche Avenue, the Airport Loop Road and between Interstate 75 and I-85 will include a class A office building, 50,000 to 60,000 square feet of retail, restaurants and a boutique grocer in phase 1. Apartments and townhouses are already adding needed residents to the area.

"We'll likely announce the master developer later this summer," said **Brad Jancik**, senior managing director, Newmark Grubb Knight Frank. "The seven- or eight-story office building will overlook the Porsche test track on one side and an airport runway on the other, so it's an exciting setting. Tenants who place a

premium on being near the airport will be interested," he said. Adding population density, tax revenues, jobs, and amenities, the project validates the airport as a true submarket tied to Atlanta's greatest economic engine, he added.

Hartsfield-Jackson has its own mixed-use development planned on 26 acres on the HJIA campus, near the main terminal and MARTA. 'Airport City' includes a hotel, possible retail and class A office space.

College Park has a new deluxe apartment complex underway in ThePad, a \$41 million mixed-use development with retail and hotel planned near its MARTA station.

Hight Property Group LLC and **SG Property Services** are renovating a former Fed-Ex facility in Hapeville into 100 offices as 1 Clay Place. "There's been a

lack of quality office space in this area, but we're going to see more class A developments and new corporations in the future. People are starting to pay attention to this area," said **Phillip Hight**, owner, Hight Property Group.

Thanks to the alliance and CIDs, land prices are rising, the area's limited office space is mostly filled, and old perceptions are changing, said **Austin McDonald**, CEO of **McDonald Development**. "By taxing themselves through CIDs, companies are leveraging private dollars to gain public funds to improve infrastructure and safety in the area," said McDonald.

"What's happening is very positive. We're at the beginning of a great run for the airport area – more businesses and better jobs," said **Chris Brown**, senior vice president with **Duke Realty**.

Natalie Tyler-Martin, assistant vice president property manager at **Duke Realty** and alliance board member, agreed. "The alliance rebranding and planning is addressing old perceptions about crime, noise and the challenges of developing across multiple jurisdictions – all things that impeded growth before." She's seen logistics company **Kuehne & Nagel** and **Amazon** locate in **Duke's Camp Creek Business Center**, and **Dick's Sporting Goods** expand.

"This area has no lack of resources – railroads, the airport, interstates, land, and a spirit of cooperation."

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