

# Board Meeting Packet

December 6, 2023



---

**DEVELOPMENT AUTHORITY**  
OF DAWSON COUNTY

---

## **2023 Board of Directors**

---

**Brian Trapnell, Chair**

**Jere Allen, Vice Chair**

**Lynn Jackson**

**Dennis Fedoruk**

**Tony Passarello**

**Dr. Carroll Turner**

**Gary Vaughters**

44 Commerce Drive | [developdawson.org](http://developdawson.org) | 706-265-6278



**DEVELOPMENT AUTHORITY**  
OF DAWSON COUNTY

**Development Authority of Dawson County  
Special Called Meeting  
6:00 PM  
December 06, 2023  
Location:  
Chamber of Commerce  
44 Commerce Drive  
Dawsonville, GA 30534**

**Call to Order Announcements**

**Brian Trapnell**

**Approval of the Quorum & Attendance**

**Brian Trapnell**

**Approval of Agenda**

**Brian Trapnell**

**Approval of the Minutes**

**Brian Trapnell**

- November 7<sup>th</sup> Regular Meeting

**Financial Report**

**Tony Passarello**

**New Business**

- P3 Opportunities **No Action**
- BTD Letter of Intent **Action**
- Budget 2024 **Action**
- Update To Quickbooks Software **Action**
- Meeting Schedule for 2024 **Action**

**Mandy Power**

**Old Business**

- ETC Project Update **No Action**
- Grant Workshop/Retail Strategies **No Action**

**Jason Smith**

**Kevin Herrit**

**Chamber Economic Development Update**

**Kevin Herrit**

**Ex-Officio Reports**

**Mandy Power**

**Executive Session (If needed)**

**Brian Trapnell**

**Adjourn**

**Brian Trapnell**



---

**DEVELOPMENT AUTHORITY**  
OF DAWSON COUNTY

---

**Development Authority of Dawson County**  
**Regular Meeting Minutes**  
**November 7, 2023**

**Location:** Meeting conducted at the Dawson County Chamber of Commerce building, located at 44 Commerce Drive, Dawsonville, GA and simultaneously remote meeting via video conference.

**Attendees:** Brian Trapnell, Chair; Jere Allen, Vice-Chair; Tony Passarello, Treasurer; Lynn Jackson, Gary Vaughters.

**Absent:** Dennis Fedoruk, Secretary; Dr. Carroll Turner

**Ex-Officio:** Dawson County Chamber of Commerce President & CEO Mandy Power.

**Guests:** Director of Economic Development, Kevin Herrit; Economic Development Director for the GA Ports Authority, Taylor Worley; Economic Development Lead with Moffatt & Nichol, Eli J. Falls

**Call to Order.** Called to Order at 6:04 pm by Brian Trapnell, Chair.

- 1. Announcements.** None
- 2. Approval of the advertised Location, Quorum & Attendance.** The Chair requested a motion that the meeting was being held in the duly advertised location, a quorum was reached, and board members were in attendance in person or via telephone/video. Confirmation was made that the meeting was submitted to Dawson News & posted. The motion to approve the advertised location, quorum, and attendance was made by Jere Allen and Seconded by Tony Passarello. Passed 5-0. Trapnell, Allen, Passarello, Vaughters, and Jackson were in favor. No discussion. None opposed.
- 3. Approval of the Agenda.** The Chair requested a motion on the draft agenda (previously provided to the Board electronically). Motion to approve the agenda by Gary Vaughters. Seconded by Jere Allen. Passed 5-0. Trapnell, Allen, Passarello, Vaughters, and Jackson were in favor. No discussion. None opposed.
- 4. Approval of the Minutes.** The Chair opened the floor to discuss the regular meeting

minutes of the September 5, 2023, meeting, as previously provided to the Board electronically. The Chair requested a motion to approve the Minutes as presented. The motion was made by Jere Allen to accept September 5, 2023, minutes as written. Gary Vaughters seconded the motion. Passed 5-0. Trapnell, Allen, Passarello, Vaughters, and Jackson were in favor. No discussion. None opposed.

**Financial Report.** Tony Passarello gave an overview of finances (see attached Balance Sheet & Statements of Revenues and Expenses). Motion made by Jere Allen to accept the October 2023 Financial Report as presented. Motion seconded by Gary Vaughters. Passed 5-0. Trapnell, Allen, Passarello, Vaughters, and Jackson were in favor. No discussion. None opposed.

## **5. New Business.**

**A. GA Ports Authority Inland Port Update.** Taylor Worley presented a PowerPoint presentation that informed the board of how the new Blueridge Connector inland port (BRC) in Gainesville would work and function. Taylor talked about how an inland port worked and what companies would be shipping through the port at its opening in 2026. The board asked several questions on how the inland port worked and what the difference was between an inland port and a multi-modal facility. Mr. Worley completed taking questions and thanked the board for inviting him to present the BRC update. No action was taken.

**B. Port Planning Introduction by Moffett & Nichol:** Eli Falls with Moffett & Nichol introduced a PowerPoint presentation about port planning and documents that could help the Development Authority if they decided that companies that use train transportation were one of the priority industries they wished to attract. Mr. Falls demonstrated some of the documentation that was created for Murry County concerning the Appalachian inland port and how that information supported Murry County's efforts to acquire Georgia Ready for Accelerated Development (GRAD) certification. He noted that the information contained in the reports allowed Authorities to answer Request For Information (RFI) faster and more precisely when requested from Site Selection Companies. The board thanked him for the presentation. No action was taken.

**C. Support Letter for Dawson County Recreational Trails Program Grant (RTP):** Director Herrit presented to the board for their consideration a support letter that indicated their support for a request to submit for funding to create a walking and biking trail at the new County Park designed for low intensity active and passive use. Director Herrit indicated that the letter had been signed and was forwarded to the County for inclusion after consultation with officers of the Board. However, due to time constraints for submittal and the Regular standing board meeting, staff lacked sufficient time to present this to the entire board for approval before the county must apply. The board approved the support letter with a vote of 5-0 in favor of the letter. Jere Allen made the motion, and Lynn Jackson seconded it.

## **6. Old Business.**

**A, ETC Project Update:** Jason Smith, via email, stated that they continue to market to customers in the service area and sign on new customers. Jason indicated they only had a few more customers on their list to connect and would be looking to submit the final reimbursement request by the end of 2023.No motions were made.

**B. Grant Workshop with Retail Strategies:** Director Herrit gave a brief summary of the upcoming Workshop with Retail Strategies and Valdosta State. He directed the board to review the documentation about the workshop included in the agenda packet. He asked if anyone would like to attend the workshop in the last vacant set to let President and CEO Mandy Power or himself know before the December 12<sup>th</sup> workshop date. No action was needed for the workshop.

**7. Economic Development Report.** President and CEO Ms. Power presented an Economic Development update. No motions were made.

**8. Ex-Officio Reports.** President and CEO Ms. Power updated the board on events and initiatives that the Dawson County Chamber of Commerce scheduled over the next few months. No action was taken, and no motions were made.

**9. Executive Session.** No executive session was required.

**10. Adjournment.** The motion to adjourn was presented by Gary Vaughters and seconded by Jere Allen. All attendees were in favor, and the meeting was adjourned at 7:38 p.m.

Respectfully submitted,

Dennis Fedoruk, Secretary - Development Authority of Dawson County

## Development Authority of Dawson County

## Balance Sheet

## All Transactions

	<u>Dec 5, 23</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
1100-CASH	
105 - 105-DADC Operating 7308	330,267.03
Total 1100-CASH	<u>330,267.03</u>
Total Checking/Savings	330,267.03
Accounts Receivable	
Accounts Receivable	1,500.00
Total Accounts Receivable	<u>1,500.00</u>
Total Current Assets	331,767.03
Fixed Assets	
1152 - Furniture and Equipment	10,561.83
1154 - Accumulated Depreciation	-7,535.50
Total Fixed Assets	<u>3,026.33</u>
<b>TOTAL ASSETS</b>	<b><u><u>334,793.36</u></u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
130 Accounts Payable	14,594.19
Total Accounts Payable	<u>14,594.19</u>
Total Current Liabilities	<u>14,594.19</u>
Total Liabilities	14,594.19
Equity	
13900 - Retained Earnings	11,208.69
13901-Invested Capital Assets	3,027.00
Opening Balance Equity	-4,753.05
Net Income	310,716.53
Total Equity	<u>320,199.17</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u><u>334,793.36</u></u></b>

## Development Authority of Dawson County

12/05/23

## Revenues and Expenses

Accrual Basis

January through December 2023

	Jan - Dec 23	Budget	% of Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>305-INCOME</b>			
1305.2 Other - EMC Donations	11.40		
1343-Kroger Capital Lease PILOT	91,873.39	103,375.00	88.9%
1355-County Subsidy	300,000.00	300,000.00	100.0%
<b>Total 305-INCOME</b>	<b>391,884.79</b>	<b>403,375.00</b>	<b>97.2%</b>
<b>310-GRANT INCOME</b>			
1352-Broadband Grant	949,623.83	500,000.00	189.9%
<b>Total 310-GRANT INCOME</b>	<b>949,623.83</b>	<b>500,000.00</b>	<b>189.9%</b>
<b>340-INTEREST INCOME</b>			
1340 - Interest UCB 7308	314.67	173.00	181.9%
<b>Total 340-INTEREST INCOME</b>	<b>314.67</b>	<b>173.00</b>	<b>181.9%</b>
<b>350-BOND REVENUE</b>			
305.2-Bond Fees-Kroger	0.00	1,500.00	0.0%
350.3-The Peaks of Dawsonville	5,000.00		
<b>Total 350-BOND REVENUE</b>	<b>5,000.00</b>	<b>1,500.00</b>	<b>333.3%</b>
<b>Total Income</b>	<b>1,346,823.29</b>	<b>905,048.00</b>	<b>148.8%</b>
<b>Expense</b>			
<b>5100-ACCOUNTING AND AUDITING</b>			
1507-Audit Services	1,500.00	1,500.00	100.0%
<b>Total 5100-ACCOUNTING AND AUDITING</b>	<b>1,500.00</b>	<b>1,500.00</b>	<b>100.0%</b>
<b>5115-CONFERENCES/SEMINARS</b>			
1535 - Business Meeting/Luncheon	1,150.81	900.00	127.9%
1709 - Conference/Seminars	150.12		
<b>Total 5115-CONFERENCES/SEMINARS</b>	<b>1,300.93</b>	<b>900.00</b>	<b>144.5%</b>
<b>5125-OFFICE EXPENSE</b>			
1101-General Supplies	0.00	500.00	0.0%
<b>Total 5125-OFFICE EXPENSE</b>	<b>0.00</b>	<b>500.00</b>	<b>0.0%</b>
<b>5130-OPERATING EXPENSES</b>			
1901-Directors & Officers Insur	2,830.00	2,830.00	100.0%
<b>Total 5130-OPERATING EXPENSES</b>	<b>2,830.00</b>	<b>2,830.00</b>	<b>100.0%</b>
<b>5135-PROJECTS</b>			
1424 PILOT - Kroger	90,373.40	103,375.00	87.4%
1430-Business Retention	1,350.00	5,000.00	27.0%
1440-Operating Reserves	0.00	50,000.00	0.0%
1452-Broadband Grant	949,623.83	500,000.00	189.9%
1460.1 Grant Matching Fund	2,500.00	2,500.00	100.0%
1470-Project Fund	30,212.50	40,000.00	75.5%
1491 - Business Recruitment	0.00	3,000.00	0.0%
<b>Total 5135-PROJECTS</b>	<b>1,074,059.73</b>	<b>703,875.00</b>	<b>152.6%</b>
<b>5160-TRAINING</b>			
1605-Training/Conferences	0.00	5,248.00	0.0%
<b>Total 5160-TRAINING</b>	<b>0.00</b>	<b>5,248.00</b>	<b>0.0%</b>
<b>5165-Travel/Entertainment</b>			
1535-Meals	0.00	1,200.00	0.0%
1536-Board Retreat	2,367.31	2,000.00	118.4%
1537-Hotels	0.00	1,000.00	0.0%

## Development Authority of Dawson County

12/05/23

## Revenues and Expenses

Accrual Basis

January through December 2023

	Jan - Dec 23	Budget	% of Budget
Total 5165-Travel/Entertainment	2,367.31	4,200.00	56.4%
5200-Consulting & Legal Fees			
1502-Legal Fees	1,606.50	25,000.00	6.4%
Total 5200-Consulting & Legal Fees	1,606.50	25,000.00	6.4%
5210-Contract Services			
11210-Website	6,420.81	5,800.00	110.7%
1505-Contract Services DCCC	141,713.00	154,596.00	91.7%
Total 5210-Contract Services	148,133.81	160,396.00	92.4%
6100 - Dues and Subscriptions			
6101 - Dues	1,598.00	599.00	266.8%
Total 6100 - Dues and Subscriptions	1,598.00	599.00	266.8%
Total Expense	1,233,396.28	905,048.00	136.3%
Net Ordinary Income	113,427.01	0.00	100.0%
Net Income	<b>113,427.01</b>	<b>0.00</b>	<b>100.0%</b>





December 5, 2023

BTD Manufacturing, Inc.  
55 Impulse Industrial Drive  
Dawsonville, GA 30535

Re: New 162,000 square foot manufacturing and warehouse facility located in Land Lot 346, 310, 311 and 312, Land District 13 South, Tax Parcels 106-134 & 106-336-001, Georgia Highway 400, Dawson County, GA

Dear \_\_\_\_\_,

The Development Authority of Dawson County (“DADC”) has a shared commitment and enthusiasm to support this next BTD Manufacturing, Inc. (“BTD”) expansion project, a new 162,000 square foot manufacturing and warehouse facility located in Land Lot 346, 310, 311 and 312, Land District 13 South, Tax Parcels 106-134 & 106-336-001, Georgia Highway 400, Dawson County, GA (the “Project”). DADC recently met and confirmed unanimous support to extend an infrastructure benefit for this project in response to BTD’s commitment to the following:

<b>Schedule</b>	<b>New Jobs</b>	<b>Investment</b>
[2023-28]	74*	\$32,000,000

\* Fifty percent (50%) of the jobs will be filled by residents of Dawson County.

DADC is offering one of the following benefits: (i) matching up to \$200,000 of grant funding awarded through the OneGeorgia Equity program of the Georgia Department of Community Affairs (“DCA”); or (ii) providing funding up to \$150,000 in the event the grant is not awarded, for infrastructure improvements to benefit the Project in the event no grant is awarded. The funding would be applied towards public infrastructure improvements in the form of waterline improvements to upgrade the existing 8-inch waterline to a 12-inch waterline stretching from Dawson Forest Road to Grizzel Road. The funding will be deposited into a project fund and managed by DADC if required by DCA for the grant award or managed by the Etowah Water and Sewer Authority (“Etowah”), who will manage the installation of the improvements. Additionally, DADC has submitted a grant application for the infrastructure improvements to DCA and is willing to partner with Etowah and/or BTD as may required by DCA pursuant to any grant terms.

In return for the consideration of the above described public infrastructure upgrades, BTD would enter into a performance agreement with DADC that would outline the expectations for job creation, investment and this benefit. BTD will be responsible for paying legal fees

associated with the transaction for both itself and DADC. We further request that BTM give opportunities to local contractors and subcontractors whenever possible.

BTM has exceeded DADC's expectations as a community partner and I remain confident that BTM will find an eager and capable workforce for this new endeavor among the citizens of Dawson County.

If the proposed terms are agreeable to BTM please sign and return this Letter of Intent where indicated below and return it to DADC by \_\_\_\_\_, 2023.

I look forward to working with you on this matter. If you have any questions or if I can be of help to you in the future, please let me know.

With best regards, I am

Very truly yours,

Brian Trapnell

Accepted by:

**BTM Manufacturing, Inc.**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

cc:

2024 Development Authority of Dawson County Draft

<b>Development Authority 2024 Revenues and Expenses</b>	<b>Development Authority 2023 Revenues and Expenses</b>
---	---

<b>Fund Balance January 1</b>	<b>2024</b>	<b>2023</b>
	<b>\$</b>	<b>211,509</b>

**Income**

305	1343	Kroger PILOT	\$101,061	\$	91,873	add 10%
	1355	County Funding	\$400,000	\$	300,000	
	305.2	Bond Fees - Kroger	\$1,500	\$	1,500	
	305	Bond Revenues - Other		\$	5,000	The Peaks
	1305.2	Other - EMC Donations		\$	-	
	1340	Interest Income	\$250	\$	283	
310	Grant Income					
	1352	Broadband Infastructure Grant	\$200,000	\$	949,624	

**Expenses**

<b>Total Income</b>	<b>\$702,811</b>	<b>\$</b>	<b>1,348,280</b>
<b>Less Broadband Grant</b>	<b>\$502,811</b>	<b>\$</b>	<b>398,656</b>

5100	Accounting and Audit				
	1507	Audit	\$1,500	\$	1,500
	<b>Total Services</b>		<b>\$1,500</b>	<b>\$</b>	<b>1,500</b>

5115	Conferences/Seminars/Board Meetings					
	1535	Luncheons-Business Meetings	\$1,500	\$	909	Meetings
	<b>Total Conferences</b>		<b>\$1,500</b>	<b>\$</b>	<b>909</b>	

5130	Operating Expenses					
	1510	Operating Supplies	\$500	\$	328	deposit slips/Credit Card Fees
	1910	D&O Insurance	\$2,830	\$	2,830	
	1520	Software	\$5,000			

<b>Total Operating Expenses</b>	<b>\$3,330</b>	<b>\$ 3,158</b>
---------------------------------	----------------	-----------------

5135	Projects			
	1424	Kroger PILOT	\$101,061	\$ 91,873
	1430	Business Retention/Industry Roundtable	\$9,000	\$ 1,350
	1440	Operating Reserves	\$50,000	\$ 50,000
	1452	Broadband Grant	\$200,000	\$ 949,624
	1460	Grant Fund		
	1460.1	Grant Matching Fund		\$ 2,500
	1470	Project Fund	\$70,000	\$ 30,213
	1490	Workforce Development	\$3,000	
	1491	Business Recruitment	\$3,000	
	517	Joint Development Authority		
		<b>Total Projects</b>	<b>\$436,061</b>	<b>\$ 1,125,560</b>

Gala Table & Golf

Less Broadband Grant	\$236,061	\$ 175,936
----------------------	-----------	------------

5160	Training/Conferences/Seminars			
	1709	Conferences/Meetings	\$5,000	\$ 150
	1605	Training	\$2,500	\$ 820
		<b>Total Conferences/Seminars</b>	<b>\$7,500</b>	<b>\$ 820</b>

5200	Consulting & Legal Fees			
	502	Consulting & Legal	\$25,000	\$ 5,574
		<b>Total Consulting &amp; Legal</b>	<b>\$25,000</b>	<b>\$ 5,574</b>

5165	Travel/Entertainment			
	1535	Meals	\$1,500	
		Board Retreat	\$2,500	\$ 2,367
		Travel	\$1,000	
		<b>Total Travel/Entertainment</b>	<b>\$5,000</b>	<b>\$ 2,367</b>

???? Biotech Conference????

5210	Contract Services			
	1505	Dawson County Chamber Service Agreement	\$154,596	\$ 154,596
	1506	Consulting Fees		
	11210	DADC Website (Municode)	\$6,500	\$ 6,421
		<b>Total Contract Services</b>	<b>\$161,096</b>	<b>\$ 161,017</b>

6100	Dues and Subscriptions		
6101	Dues	\$399	\$ 1,398
	Subscriptions	\$200	
	<b>Total Dues &amp; Subscriptions</b>	<b>\$599</b>	<b>\$ 1,398</b>
	<b>Total Expenses</b>	<b>\$641,586</b>	<b>\$ 1,302,303</b>
	Total Income	\$702,811	\$ 1,348,280
	Less Expenses	\$641,586	\$ 1,302,303
	<b>Year-end Profit/Loss</b>	<b>\$61,225</b>	<b>\$ 45,977</b>

<b>ENDING FUND BALANCE</b>		\$ 61,225
----------------------------	--	-----------

Final Approval

\_\_\_\_\_  
2024 Development Authority of Dawson County, Chair

\_\_\_\_\_  
2024 Development Authority of Dawson County, Treasurer

## **AGENDA ITEM SUMMARY**

**Topic:** Discussion of Meeting Dates For The Year 2024 and January 2025.

**Summary:** The Development Authority of Dawson County will need to review and discuss the following dates for meeting dates during 2024. The meeting time will be 6:00 P.M. unless altered to meet in the day.

- January – The day after New Year. Need a new date in January
- February – 6
- March – 5
- April – 2
- May – 7
- June – 4
- July – 2
- August – 6
- September – 3
- October – 8
- November – Retreat
- December – 3
- January - 7

**Recommendation:** *Recommend approving the dates at the January meeting or modifying them to fit the board members' schedules.*



Center for  
SOUTH GEORGIA  
REGIONAL IMPACT  
VALDOSTA STATE UNIVERSITY

2023



retail strategies

RETAIL EDUCATION TRAINING COURSE

**Valdosta State University**

***USDA GRANT PROGRAM***

[retailstrategies.com](http://retailstrategies.com)

| [205] 314-0386

| [info@retailstrategies.com](mailto:info@retailstrategies.com)

ABOUT RETAIL ACADEMY

# Executive Summary

Retail Academy service is an award-winning service that was formed to provide tools, education, and guidance to communities seeking economic growth. Our aim at Retail Academy is to help each community identify their potential and provide the resources to achieve it.

Recruiting new and quality businesses can be complex, time-consuming, and intimidating. To be successful communities need the real estate expertise, tools, and human effort to position their deserving municipality as an alluring location for national businesses and destinations for tourism and quality of life amenities.

Leaning on Retail Strategies' 150 years of collective retail-real estate experience, communities can effectively achieve this goal.



Market Analysis

Strategic Planning

Feedback

Results





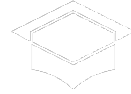
# CONGRATULATIONS 2023 GRANT RECIPIENTS!

## PARTICIPATING COMMUNITIES

---

County	State	Population
Bacon County	GA	11,381
Crawford County	GA	12,368
Dawson County	GA	29,218
Lanier County	GA	10,575
Mitchell County	GA	23,128
Seminole County	GA	9,102
Twiggs County	GA	8,582
Worth County	GA	21,652

---

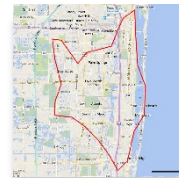
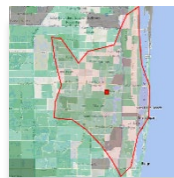
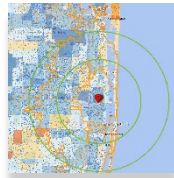


## WHAT DOES THE TRAINING INCLUDE?

### Retail Academy

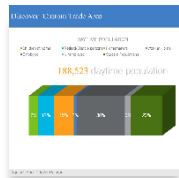
#### Market Analysis

50+ page Retail Study  
 Real Estate Opportunities  
 Retail & Restaurant Prospects  
 One-on-One Support



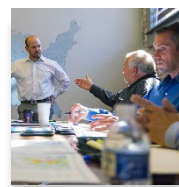
#### Marketing Flyer

Aerial Map with Retailers  
 Traffic Counts  
 Demographics, Retail Leakage  
 & Peer Analysis



#### Education

Six Hour Educational Online Course  
 IEDC Continuing Education Credit  
 Technical Assistance



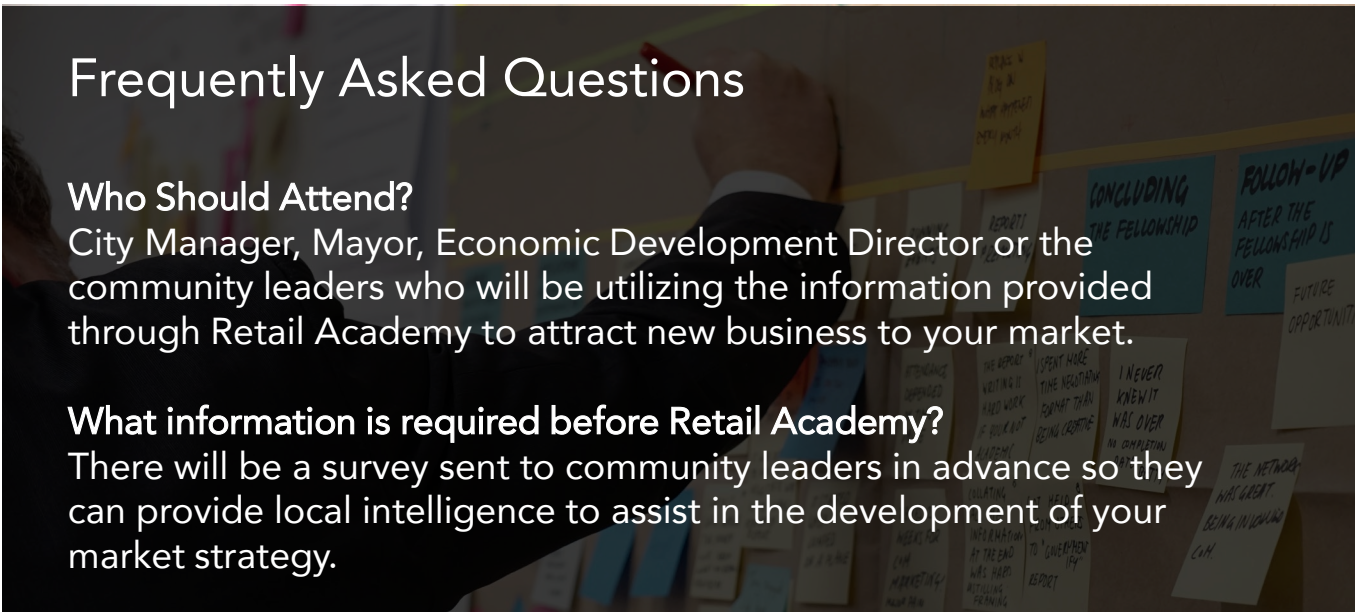
## Frequently Asked Questions

### Who Should Attend?

City Manager, Mayor, Economic Development Director or the community leaders who will be utilizing the information provided through Retail Academy to attract new business to your market.

### What information is required before Retail Academy?

There will be a survey sent to community leaders in advance so they can provide local intelligence to assist in the development of your market strategy.





INCREASING YOUR RETAIL KNOWLEDGE

# Retail Academy Education

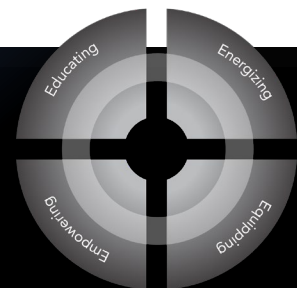
## Training

Taught by licensed real estate professionals that have worked with more than 300 communities throughout the U.S., the efforts of the instructors have generated millions of dollars in tax revenues and created thousands of jobs.

## This Training Will:

- Teach you how to use the tools (data/analytics/strategy)
- Show you how retailers view your market
- Give you access to industry contracts
- Write emails to expanding businesses
- Give you a script for outbound phone calls
- Provide knowledge on the retail expansion process
- Share best practices for Retail Recruitment
- Keep you in the know on Retail Trends
- Go over the Site Selection process in full detail
- Explain the development process
- Provide best practices for ICSC & Retail Live conferences
- Discuss franchise expansions

Education is action.



# Timeline



## PLANNING

Retail Strategies hosts a What to Expect from Retail Academy webinar to introduce the team and meet participants.

**November 1, 2023**



## ONLINE COURSES

Communities will receive a link to go through the Retail Academy online course at their own pace. Typically takes 3-6 hours.

**November 2023**



## RETAIL RECRUITMENT PLAN

Customized Retail Recruitment Plan completed. The plan will be reviewed and discussed at the training.

**December 2023**



## NETWORKING

Retail Strategies and VSU conduct a workshop to discuss best practices for retail recruitment as well as review Recruitment Plans.

**December 12, 2023**