

# ATLANTA BUSINESS CHRONICLE



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STRATEGIES 31A-42A



Atlanta's Top 25  
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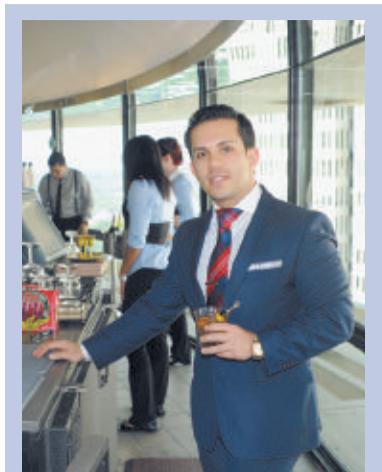
Atlanta's Top 25  
Commercial Interior  
Contractors **8B**

June 13-19, 2014  
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### The Insider

Mike Donnelly and Hala Modellmog at the Business Person of the Year awards luncheon • **8A**



### Wine & Dine

Mehdi Natanzi seeks to restore the art of the cocktail • **20A**

## How GM ignition scandal got started in Atlanta



The car driven by Brooke Melton: She died in 2010 when her 2005 Chevy Cobalt shut off suddenly and swerved into oncoming traffic.

BY ELLIE HENSLEY  
ehensley@bizjournals.com

**G**eneral Motors Co.'s faulty ignition switch recalls have dominated national headlines recently. What many don't know is that it was an Atlanta attorney, **Lance Cooper**, who brought the issue to light.

Cooper, who works for himself at **The Cooper Firm** in Marietta, became involved in the GM case in 2011 when he was contacted by **Ken** and **Beth Melton** on behalf of their daughter Brooke, who died in 2010 when her 2005 Chevy Cobalt shut off suddenly and

CONTINUED ON PAGE 19A

### COVER STORY



## City's new attraction

Business has high hopes for the new Center for Civil and Human Rights.

STORY BY Maria Saporta, 26A



BYRON E. SMALL

222 Piedmont Ave.: The next wave of investment has the potential to target the area around the Boisfeuillet Jones Atlanta Civic Center.

## DOWNTOWN OFFICE BUILDING COULD BECOME HOTEL

BY AMY WENK AND DOUGLAS SAMS  
awenk@bizjournals.com, dsams@bizjournals.com

Atlanta developer **Jim Cumming** is working to redevelop the former headquarters of Oxford Industries in downtown Atlanta.

Cumming, with **Trillium Management Inc.**, last November bought the building at 222 Piedmont Ave. for just \$2.5 million, according to Fulton County records. Oxford Industries Inc., which owns clothing brands such as Tommy Bahama and Lily Pulitzer, left the building in 2012 to relocate to 999 Peachtree in Midtown.

Now, Cumming is considering transforming the circa-1965 property into a boutique hotel, say sources with inside

CONTINUED ON PAGE 15A



## BEST IN CONSTRUCTION

Contractors statewide recognized for excellence in construction.

SPECIAL SECTION • SECTION B

## NEWS

## DEVELOPMENT

# Fort Gillem poised to become logistics campus

BY DOUGLAS SAMS

dsams@bizjournals.com

Atlanta's long overlooked south side is finally proving its potential as the next frontier for the region's economic development.

Atlanta Business Chronicle reported June 9 on its website that **The Kroger Co.** will help kick off a combined 2 million-square-foot distribution and warehouse project in Forest Park. It's part of an even larger planned redevelopment of Fort Gillem into a regional logistics campus.

The 1,500-acre former U.S. Army base is "one of those catalytic sites that can transform the region," said

Dan Reuter

**Dan Reuter**, community development manager with the **Atlanta Regional Commission**.

Cincinnati-based Kroger (NYSE: KR), the nation's largest supermarket chain, is the first spark for that transformation. It plans to occupy a new 1 million-square-foot building at Fort Gillem, according to sources familiar with the plan.

**ES3 LLC**, a logistics company that has facilities in several states, including Fairburn, Ga., will occupy another new building, probably greater than 700,000 square feet, sources said. In Pennsylvania, ES3 already operates the largest automated food warehouse in the world.

The 2 million square feet of new distribution and warehouse space at Fort Gillem will be one of the largest industrial projects in metro Atlanta in recent years.

It marks the first phase of a massive, long-term redevelopment of the Army base.

It also underscores broader ambitions to spur economic development around Hartsfield-Jackson Atlanta International Airport.

That effort is being led by the Atlanta Aerotropolis Alliance.

"Atlanta has to think big," said **K.C. Conway**, chief economist with real estate firm **Colliers International**. "Fort Gillem would be an important piece of the Aerotropolis."

The Forest Park/Fort Gillem Implementation Local Redevelopment Authority will shepherd the transformation of the old Army base.

Atlanta's **Weeks Robinson Properties** is part of the team serving as master developer.

For much of this year, Fort Gillem has been talked about in real estate circles as a destination for Kroger. ES3 has managed to stay a bit more under the radar. Together, the companies will take about 320 acres there.

Last year, Kroger was considering a campus-like project, and it scouted several metro Atlanta properties on which it might develop.

A 300-acre site at Fulton County Airport – Brown Field, just west of Atlanta, emerged as a contender. That deal eventually fell through, but California developer Majestic Realty Co. plans to inject \$150 million into a new industrial project at the airport. Majestic and Fulton County – owner of the airport – cemented the agreement in March.

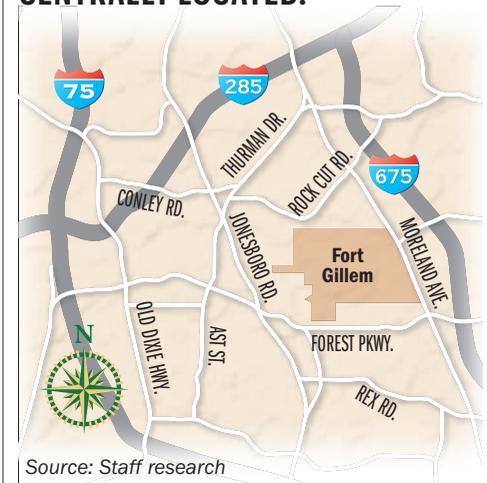
The redevelopment of the Fulton County Airport and Fort Gillem share something in common. And, Majestic Realty executives have said the region is at a tipping point. After years of worsening traffic congestion across metro Atlanta and higher transportation costs, more companies are putting their distribution and warehouse operations farther south, closer to Hartsfield-Jackson.

The airport has also evolved over the years to put a greater emphasis on air cargo, a business that is primed for growth in the south side.

Another factor driving broader industrial activity across the Southeast is the growth of the East Coast ports, including the Port of Savannah.

For all those reasons, Fort Gillem has the potential to develop into a regional intermodal for freight transport, Conway said.

## FORT GILLEM IS CENTRALLY LOCATED.



Source: Staff research

"This is the whole remake of the supply chain," he said. "We cannot underestimate the need for intermodal capacity in this region."

Metro Atlanta is already posting some of the strongest industrial leasing activity in the nation.

It led all U.S. metro regions in net absorption in the first quarter.

Areas around Hartsfield-Jackson saw some of the greatest absorption – almost 3 million square feet – and vacancy dropped to about 11 percent, said **CBRE Inc.**'s **Dan Wagner**.

A healthy vacancy rate for Atlanta would be about 14 percent. That should spark confidence for more development.



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## NEWS

## TECHNOLOGY

## Consumer startup hub set for downtown

BY URVAKSH KARKARIA  
ukarkaria@bizjournals.com

**M**ichael Tavani is making an ambitious bet that downtown Atlanta can become a hub for consumer- and design-focused startups, the way Midtown is for enterprise software.

The co-founder of **Scoutmob** – arguably Atlanta’s buzziest consumer tech startup – plans to locate his consumer-focused incubator, **Switchyards**, in a 1920s building across the street from the Tabernacle, on the Streetcar line and two blocks from Centennial Olympic Park.

Tavani, who has the building, at 151 Spring St., under contract, will sink \$2 million to transform the 20,000-square-foot space into a hive of mobile app, media and e-commerce startups.

“Switchyards will be the home of the strongest consumer startups in the city,” said Tavani, who is not shy about setting expectations. “So, everyone who’s starting something consumer-based in Atlanta says, ‘That’s where I need to be.’”

As if that wasn’t enough of a humblebrag, Tavani suggested if Switchyards gains traction, it has the potential to attract more creatives and foot traffic to the rest of downtown.

There is at least precedent. The **Advanced Technology Development Center (ATDC)**, a tech business incubator at **Georgia Tech**, has helped turn Midtown into ground zero for tech startups. More recently, **Atlanta Tech Village** in Buckhead has drawn startups to nearby buildings including Tower Place and Piedmont Center.



Switchyards is focused on a niche that no one else is filling at the moment – bringing Atlanta’s design and startup communities together to build great consumer brands, said **Lance Weatherby**, an Atlanta tech startup veteran.

Even so, Weatherby, like others, worries about the number of tech “spaces” sprouting around the city. A startup culture renaissance in Atlanta is birthing several entrepreneurial hubs – a cross between incubators and co-working spaces, that include business-building programming and events.

“I do not think we need another accelerator/incubator in Atlanta,” Weatherby said, reciting a laundry list of ventures, including ATDC, Atlanta Tech Village, **Flashpoint**, **Founder’s Institute** and **TechSquare Labs**.

“There are a lot of organizations that are trying to support entrepreneurs starting companies, and I am not 100 percent confident that there are enough startup



SPECIAL

The consumer-focused incubator Switchyards will be in a 1920s building across the street from the Tabernacle.

concepts that have the potential to keep all these organizations full,” said Weatherby, who once vetted startup applicants to the ATDC.

The proliferation of entrepreneurial hubs around the city would make it harder to create startup density in any one location, preventing the serendipitous interaction that young companies need to grow.

The incubators and their aggressive marketing can also dial up the buzz around startup culture, without adequately portraying the challenges in entrepreneurship.

“What these organizations need to do is stop glamorizing startups and focus on the grind of building companies with customers and employees,” Weatherby said.

#### B2C in a B2B world

Switchyards, which was briefly named Beltline & Co. until **Atlanta BeltLine Inc.** threatened to sue, is a vehicle for Tavani to flex his entrepreneurial muscle.

Tavani, who is constantly scribbling ideas into Moleskine notebooks, plans to launch two or three business-to-consumer (B2C) startups each year. Each idea will be tested for a month before funding is committed. Startups will have up to 15 months to break even.

Switchyards will assemble the “best designers, developers and founders in the city,” Tavani said. “Designers make the best founders.”

Tavani considered several high-profile buildings, including downtown’s Flatiron building and Ponce City Market, a \$200 million mixed-use redevelopment on the

Atlanta Beltline.

Having a physical space provides designers and other creatives a central location to work out of and bounce ideas off each other – critical to company-building. Creative office space is also necessary in attracting the talent Tavani needs to execute on his ideas and come up with others.

Roughly half of the Switchyards building will be private offices available for rent to two- to eight-employee startups, while the rest of the building will be open, collaborative space. In addition, there will be B2C-focused programming, such as speaker series and events.

Tavani is sticking his neck out with this build-it-and-they-will-come play.

“The bet that I’m making – and it’s not a cheap bet – is that the demand is there,” he said.

Tavani points to Atlanta Tech Village, a 100,000-square-foot redevelopment that has turned Buckhead, a financial hub, into a burgeoning enterprise software startup play.

“Atlanta Tech Village shows that you can build a successful tech development outside of the traditional tech hub of Midtown,” he said.

Tavani’s B2C empire-building is a gamble because he’s doing it in a B2B (business-to-business) town.

For one, relatively few consumer startup successes means there is a lack of talent, Weatherby said.

Second, “the venture community here does not have the size of funds necessary to capitalize a large-scale consumer play,” he said.

Weatherby cites tech-enabled car

service Uber, which has raised \$1.2 billion.

“I don’t think we will see that happen [in Atlanta] anytime soon,” he said.

Tavani, who has a fondness for Instagrams of old buildings, shrugs off the second-guessing – arguing Atlanta has the bones to build consumer companies.

“All of the activity around startups in Atlanta is great, but the elephant in the room is that we have a nascent consumer scene that has no catalyst,” Tavani said.

While not quite the tech haven that is Midtown, downtown has the ingredients necessary for company-building activity. The area has 32,000 students at **Georgia State University** – offering a pool of potential entrepreneurs.

Downtown’s inventory of historic buildings offers density and workspaces with “stories” that startups and their millennial workforce covet. The Fairlie-Poplar Historic District and Centennial Park offer a walkable environment.

Infrastructure improvements, such as the Streetcar and the Beltline and its bike trails, are better connecting downtown with the rest of the city.

Downtown is surrounded by the fast-growing and gentrifying neighborhoods of Old Fourth Ward, Inman Park and the Westside.

Fifteen years ago, those were “bad areas,” Tavani said. Today, these neighborhoods are being swarmed by hipsters and creatives hankering for “walkable” lifestyles.

“All entrepreneurs like to be able to spot the next big thing,” Tavani said. “I think downtown is the next great neighborhood for creative talent in the city.”

## NEWS

## MOBILE MARKETING

# Lawsuits claim Coke sent illegal ad texts

BY DAVID ALLISON  
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**T**he Coca-Cola Co. is battling lawsuits from consumers who say they haven't found happiness in unsolicited text messages that Coke allegedly sent them.

One lawsuit filed at the beginning of 2014 in California has just been moved to federal court in Atlanta. Another lawsuit filed in California at the beginning of

2013 is being fought out in federal court in San Diego.

In the lawsuit just moved to the Atlanta court, lawyers representing a North Carolina man say he received unsolicited short message service (SMS) or "text" messages to his wireless phone from Coca-Cola. The lawsuit claims this invaded his privacy and violated a federal law called the Telephone Consumer Protection Act.

"Over the course of an extended period

beginning no later than in 2012, Defendant and its agents directed the mass transmission of text messages to the cell phones nationwide of what they hoped were customers or potential customers of Defendant's Coke products," the lawsuit claims.

"In or around 2012, Plaintiff received unsolicited SMS or 'text' messages to his wireless phone, for which Plaintiff provided no consent to receive the text messages, in an effort to promote the sale of



**"Plaintiff seeks up to \$1,500 in damages for each text message call in violation of the TCPA ..."**

#### GROVES V. THE COCA-COLA COMPANY

Defendant's Coke products," it continues. The texts included an advertisement to promote Coke Zero, it says.

The attorneys who filed the lawsuit are asking the court to grant it class-action status, meaning it would represent "tens of thousands" of people who allegedly received the unsolicited texts. The lawsuit seeks damages of up to \$1,500 per text sent, or millions of dollars.

Coca-Cola has not yet filed a response.

The allegations in the California lawsuit are identical. Coke has denied the allegations in that case and sought to have it dismissed. The judge overseeing the case denied Coke's request to dismiss it, and ordered Coke to identify each vendor and each marketing campaign it used during the time the texts were allegedly sent.



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## NEWS

## EDUCATION

# AT&T grant to DeKalb schools targets graduation rates

BY DAVE WILLIAMS  
davewilliams@bizjournals.com

At-risk high-school students in DeKalb County will receive focused tutoring and counseling through a grant aimed at increasing that school system's graduation rate.

AT&T Inc., which has contributed \$1 million to expand a nationwide school-to-work initiative run by the nonprofit **Jobs for America's Graduates** (JAG), is giving \$30,000 to establish the program at the five DeKalb high schools with the lowest graduation rates.

The DeKalb schools selected to participate in the program are Clarkston, Cross Keys, Lithonia, Ronald E. McNair and Towers high schools. Those schools' graduation rates during the 2012-13 term ranged from 57.5 percent at Lithonia High to 43.5 percent at Cross Keys. County-wide, the graduation rate that term was 60.2 percent, well below the statewide rate of 71.8 percent.

In sharp contrast to those results, more than 95 percent of the approximately 8,000 students across the country who have participated in the JAG program in the last eight years went on to graduate high school, said Georgia Commissioner



DeKalb School Superintendent Michael Thurmond, Georgia Labor Commissioner Mark Butler and Sydney Woodcock.

of Labor **Mark Butler**, a member of the organization's board.

"This is a program that helps students who have significant barriers to success," Butler said June 9 during a news conference announcing the grant. "Without intervention, these students would have a hard time finding jobs because they

didn't graduate high school."

Starting with the fall semester, counselors will work with 200 to 225 students at the five schools who have been identified as at-risk because of academic and/or personal challenges they face, including difficult home environments. Each student will be given the support he or

she needs to graduate and enter college, the military or the civilian workforce.

DeKalb County School Superintendent **Michael Thurmond** said he expects the benefits to spread beyond the students who directly participate.

"It's going to help create a different culture," he said. "Students succeeding will create a culture where other students will want to get involved."

**Beth Shiroishi**, president of AT&T Georgia, said the telecom giant was attracted to JAG because the program is able to quantify its success with statistics that point to increasing graduation rates in school systems it has helped.

"At the national level, it has an emphasis on metrics," she said.

Butler said JAG currently operates programs at 22 Georgia high schools. The program was in danger of being shut down following state budget cuts, he said.

Gov. **Nathan Deal** freed up enough money in this year's budget to keep it afloat, Butler said.

"This represents one of the few times in recent history we've been able to expand this program," Butler said. "It's the type of work we need to do more of in Georgia."

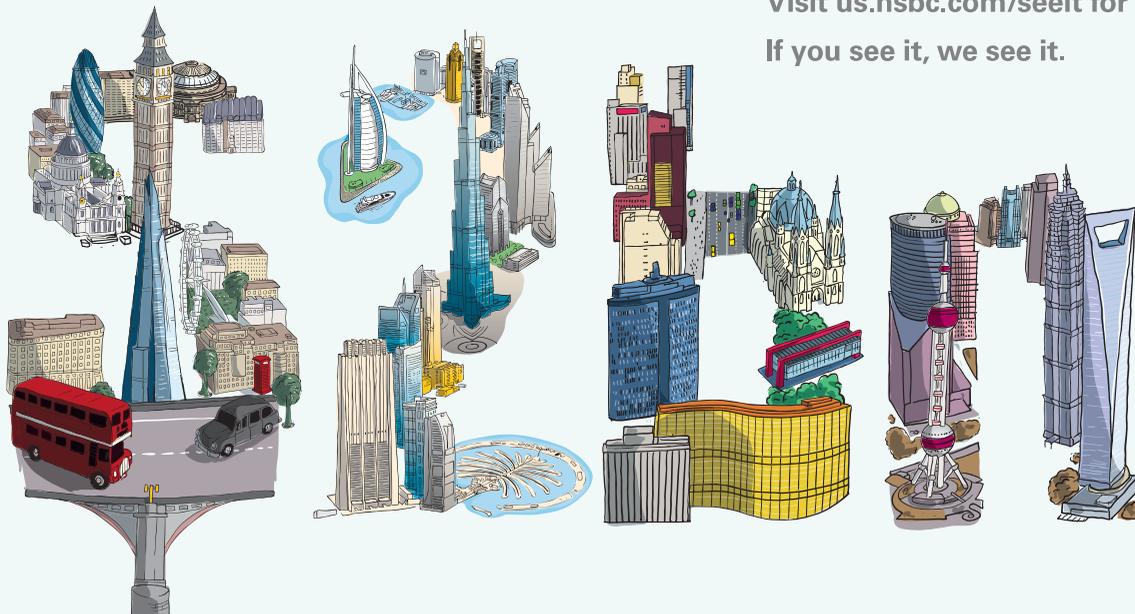
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## NEWS

## RURAL HEALTH

# Lawmakers, execs launch effort to save rural hospitals

BY DAVE WILLIAMS

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A committee of Georgia lawmakers and health-care executives appointed by Gov. **Nathan Deal** has launched an effort to save the state's financially struggling rural hospitals.

Declining Medicaid reimbursements coupled with growing enrollment in the state-federal health insurance program for the poor and disabled are stretching rural hospitals' already thin bottom lines. Five rural hospitals in Georgia have closed in the last two years, a sixth has converted to a mental health crisis center and a seventh closed for a month earlier this year.

"We have a crisis on our hands across the state in areas that provide us our food and fiber and the timber that builds our houses," Georgia Rep. **Terry England**, R-Auburn, co-chairman of the Rural Hospital Stabilization Committee, said June 9 during its kickoff meeting in Atlanta.

Cuts in Medicaid reimbursements are nothing new. The state reduced reimbursements to hospitals and other health-care providers to 85 percent of the cost of treating Medicaid patients back at the turn of the century, a policy that continued through a mild recession during the early 2000s and the Great Recession that began in 2008.

The state's move to Medicaid managed care during the middle of the last decade also has resulted in lower reimbursements to hospitals. A provider fee the General Assembly imposed on hospitals in 2010 and reauthorized last year has helped draw down more federal Medicaid dollars but still is essentially a tax.

"We've taken \$1.4 billion out of the system and put nothing back," said **Jimmy Lewis**, CEO of **HomeTown Health LLC**, which represents rural hospitals.

Besides appointing the committee, Deal has responded to the crisis with a plan to allow rural hospitals that have closed recently, or are in danger of closing, to scale back their operations.

Under a rule approved in April by the **Georgia Board of Community Health**, endangered rural hospitals can apply with the state to downgrade their status to a "freestanding emergency department," which will allow them to refer non-emergency patients to other hospitals.

Lewis said the new rule holds promise for the handful of rural hospitals that closed recently and more than a dozen others he considers in danger of closing. But he said it's only one component of what must be a broader approach to the problem.

Lewis said the Affordable Care Act is about to bring unprecedented transparency to health-care delivery, which will lead patients to become consumers in a market-based competitive system.

"The demand for services is going to go to the lowest-cost, highest-quality [choice], the urgent-care clinics, tele-medicine, even health-care apps on smartphones," he said. "Hospitals that

have been designed to carry a predominance of health-care services are going to be stuck with all the overhead while the services are going to leave the hospitals."

State Sen. **David Lucas**, D-Macon, the committee's other co-chairman, urged the committee's industry experts to come up with recommendations he and England can bring to the legislature this winter.

"We have an opportunity to address a problem that's on us right now," he said. "It's time for us to fix it."

## AILING RURAL HOSPITALS CLOSED OR RESTRUCTURED IN LAST TWO YEARS

HOSPITAL	CITY	DATE OF CLOSURE
Hart County Hospital	Hartwell	June 2012
Calhoun Memorial Hospital	Arlington	February 2013
Stewart Webster Hospital	Richland	March 2013
Charlton Memorial Hospital	Folkston	August 2013
Phoebe County Clinic	Ashburn	August 2013
Flint River Hospital	Montezuma	September 2013*
Lower Oconee Hospital	Glenwood	February 2014+

\* CONVERTED TO A MENTAL HEALTH CRISIS CENTER; + REOPENED IN MARCH 2014  
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## GHCC Annual Awards Gala

The Georgia Hispanic Chamber of Commerce hosted its annual awards gala on June 7.

On hand were **Gloria Davison** with Gas South, from left; **Ivan Shammas**, general manager at Telemundo Atlanta; and **Aida Perez Flamm**, partner at Aida & Co.



**Vanessa Bull** of Lockheed Martin, from left; **Gordon O'Neil**, co-founder of Just For You; and **Magali Axson** of AT&T Mobility.



**Santiago Marquez** of the Georgia Hispanic Chamber of Commerce, from left; **Ed Martinez** of the UPS Foundation; and Georgia Secretary of State **Brian Kemp**.



**Leticia Maspons Willis** of Willis Mechanical Inc., from left; **Gabriel Vaca**; and **Tisha Tallman**, president and CEO of the Georgia Hispanic Chamber.



**José de Jesús Legaspi**, from left, winner of the President and CEO Award of Excellence in Facilitating Economic Development; **Debbie Binette**, president at Core Technologies Inc., Hispanic Business of the Year Over \$1 million in revenues; and **Erik Eigen**, partner at Core Technologies.



## CREW Atlanta 2014 Awards

CREW (Commercial Real Estate Women) Atlanta hosted its 2014 awards on June 5. On hand were **Kelly Dolan**, executive director at The Atlanta Women's Foundation, left; and **Lori Kilberg**, partner at Hartman Simons & Wood LLP and CREW network president for 2015.



**Althea Broughton** with Arnall Golden Gregory LLP, from left; **Cheryl Strickland** of Stifel, Nicolaus & Co. Inc.; and **Lynne O'Brien** with The Coca-Cola Co. were recipients of the Crew Economic and Community Improvement award presented by **Lisa Gordon** of Atlanta BeltLine Inc.



Winners of the Career Advancement for Women award included **Kirsten Neff** with the U.S. General Services Administration, from left; **Pamela Little**, president at EcoWise Civil Site Design and Consulting Inc.; **Meredith Leapley**, president and owner at Leapley Construction Group of Atlanta LLC; **Mary Jim Evans** with MJ Evans Associates LLC; and **Sara Silvo**, president of Constructive Ingenuity.



## Business Person of the Year awards

Nearly 300 people attended the Metro Atlanta Chamber's Business Person of the Year awards on June 6 at The Ritz-Carlton, Atlanta.

On hand were **Mike Donnelly**, regional president at Wells Fargo Bank; and **Hala Moddelmog**, president of the Metro Atlanta Chamber.



**Guiomar Obregon**, CEO of Precision 2000; **Lara Hodgson**, CEO of NOWaccount Network; and **Margaret Martin**, CEO of Merlin Mobility.



**Kyle Porter**, CEO of Salesloft, who won the Early-Stage Entrepreneur award, left; and **Jim Hall**, owner of Water Shadow Enterprises LLC, winner in the Emerging Entrepreneur category.



**Kathy Schwaig**, dean of the Michael J. Coles College of Business at Kennesaw State University, left; and **Renee Sandler**, founder and CEO of BLAMtastic LLC and an award finalist.

NEWS

GLOBAL TRADE

# Israel chamber rebrands itself as 'conexx'

BY ELLIE HENSLEY  
ehensley@bizjournals.com

The **American-Israel Chamber of Commerce-Southeast Region** is getting a makeover, starting with a new name and logo that it believes will better communicate its mission.

Founded in 1992 by the **Jewish Federation of Atlanta** and the **Consul General of Israel**, the American-Israel Chamber of Commerce-Southeast Region (AIC-CSE) is a nonprofit organization that works to boost business partnerships and trade between Israel and six Southeastern states: Georgia, Alabama, North Carolina, South Carolina, Tennessee and Mississippi.

The group has grown to more than 550 members, and has fostered business transactions that have resulted in more than \$1 billion in economic output. About 70 Israeli companies now have a base in the Southeast, and around 40 of them are located in metro Atlanta.

At the organization's 13th annual Eagle Star Gala on June 11, President and CEO **Shai Robkin** announced that the chamber is changing its name to **conexx: American Israel Business Connector**. "We



Shai Robkin is president and CEO of conexx.

BYRON E. SMALL

realized that our name ... did not accurately reflect who we are and didn't accurately reflect our vision for the future," Robkin said.

The chamber dropped "Southeast Region" from its name to clarify that it is not a chapter of any larger organization. Although it will continue to serve the same six states as before, it wants to

underline that a relationship with the Southeast is a gateway to building relationships throughout the United States. For the same reason, it is dropping the acronym from its name – many incorrectly assume that the "A" in AICCSE stands for Atlanta rather than America.

Robkin said conexx removed "chamber" from its name to distance itself from the political connotations the word carries.

"We started [with] asking who we are and who we're not, particularly in comparison to other organizations that have 'chamber of commerce' in their names," he said. "Take, for example, the **U.S. Chamber of Commerce**, which is very much a political and advocacy organization. We do not get involved in politics at all, neither in America nor in Israel."

The new name is also designed to appeal to younger generations. Although Robkin said membership is currently a mix of different age groups, the chamber is always looking for fresh faces.

"We're not shifting our direction as much as our emphasis," said **Joel Neuman**, chair of conexx. "The new name, both short and long, is indicative of what we want to emphasize, which is

the relationship and connections aspect of what we do."

The chamber is also retiring its old logo, a Star of David with a white eagle that is commonly misidentified as a dove. It is looking to dispel the misconception that members must be Jewish – a substantial number of current members are not, and there is no religious requirement to joining. The new logo features the organization's new name in simple blue and red letters. The X's intersect, visually reinforcing the group's mission to connect businesses in the two regions.

The rebranding is among the first duties performed by Robkin, who was elected last year after **Tom Glaser**, the organization's first president, retired after 22 years.

Next, Robkin and Neuman will accompany Gov. **Nathan Deal** to Israel on an economic mission from June 21-25, where they will tour Israeli companies that do business with Georgia and seek out potential new business relationships.

"We are very, very excited about the fact that Gov. Deal is going to Israel, and we will use that opportunity, since there will be a good deal of press coverage, to spread the news there as well," Robkin said.

## THIS WEEK ON ATLANTA BUSINESS CHRONICLE'S

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2



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It's been nothing but SWEET SUCCESS for the 35-year-old president of Cinnabon, Inc. Discover how Cole's hard work and drive led her to the position she is in today and why she calls herself: A Connected, Creative, Conscious, Community-Building Capitalist.

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WHAT'S GOING ON NEXT WEEK FOR ATLANTA BUSINESS

WITH HOST **CRYSTAL EDMONSON**



## NEWS

## COMMUNITY IMPROVEMENTS

## Buckhead renovations enhance connectivity

BY GARY MCKILLIPS  
Contributing Writer

For several years now the **Buckhead Community Improvement District**, the state, the city of Atlanta and other entities have been focused on improvements to what has always been one of Atlanta's most prestigious locales, Buckhead.

The projects have included the widening and enhancing of Peachtree Road, streetscape improvements in Buckhead

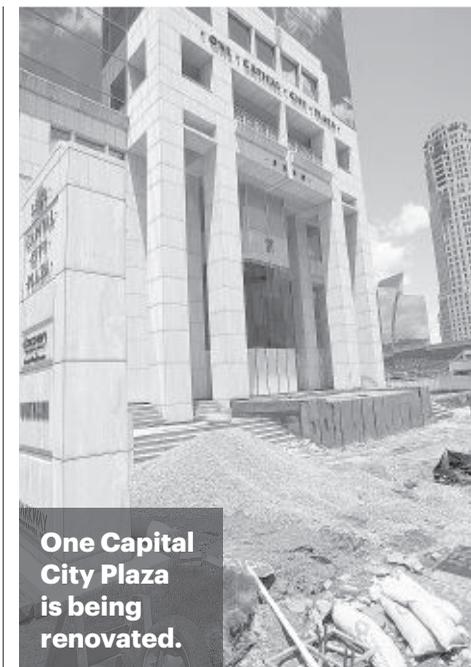
Village, and connectivity projects such as the PATH400 trail and the new bridge over Georgia 400. There have also been zoning ordinance changes to encourage more green space and walkability.

"Virtually every property has looked at these improvements and asked how they can adapt their project to better reflect the reality that is taking place around them," said **David Allman**, chair of the Buckhead CID and owner and chairman of **Regent Partners LLC**.

Allman pointed to the Atlanta Financial

Center putting its coffee shop on Peachtree as an example.

Among others making improvements are **Lenox Towers**, **Parkway Properties Inc.**'s One Capital City Plaza (currently undergoing a rebranding that includes updating the façade) and **Simon Property Group Inc.**'s Lenox Square and Phipps Plaza malls. The proposed Three Alliance Center is also expected to have features that support Buckhead's new emphasis on urbanization. The Terminus complex was built with an open-air, easy access feel. Atlanta



JOANN VITELLI

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EMORY

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Technology Center is revamping its interior to include showers and locker rooms for those who want to ride bikes to work.

"The Peachtree Road improvements are a great tie-in to what we were planning to do," **Lauren McNulty**, director of marketing and business development for Lenox Square, said. "The accessibility of the mall to the street is miles better, the entrance to the mall is very clear and the addition of three new patio restaurants out front (**Cheesecake Factory**, **True Food Kitchen** and **Zinburger Wine and Burger Bar**) makes for a much more pleasant experience for the people who live in or are visiting Buckhead."

There is also a possibility of further renovations behind Lenox Square mall as PATH400 and other residential projects proceed, McNulty said.

The improvements on Peachtree have given it the feel of a Michigan Avenue in Chicago or a Rodeo Drive in Beverly Hills, said **Dwayne Herbert**, mall manager at Phipps Plaza, which also has three patio restaurants facing Peachtree: **Davio's**, **Twist** and **Yebo South African Restaurant**.

A major catalyst for all this activity is the new **MARTA** bridge over Georgia 400.

Scheduled to open this month, the bridge's advantages include access to the Alliance buildings and many others plus an access point for Buc shuttle passengers, Allman said.

"Right now the Buc has to circle all the way around the 'big block,' 'the mega-block,' and drop off passengers on Peachtree. With the new MARTA station, it'll be able to use the back entrance to Tower Place, significantly shortening the route, and making the commute much more user-friendly," he said.

"The other part is that we can bring buses and shuttles in from 400 and have a very quick drop-off as well."

Buckhead CID Executive Director **Jim Durrett** said the ability to walk or take the Buc a shorter distance is important because "employees are increasingly wanting the type of amenities created by a now-walkable urban environment."

# THE WEEK IN BUSINESS

For breaking news during the day visit [AtlantaBusinessChronicle.com](http://AtlantaBusinessChronicle.com)

## WAFFLE HOUSE CHAIRMAN SUES ACCUSER'S LAWYERS, CLAIMS EXTORTION

**Waffle House Inc.** Chairman **Joe Rogers Jr.** has sued three Georgia attorneys and their firms claiming they helped his former housekeeper record sexual encounters with him and then attempted to extort him by threatening to release the tapes, Courthouse News Service reported June 9.



Joe Rogers Jr.

The defendants are Georgia attorneys **David M. Cohen**, **Hylton B. Dupree Jr.** and **John C. Butters**. Read more at <http://bizj.us/x6jsf>.

## TWO GLOCK EXECs, WIVES INDICTED FOR ACCEPTING BRIBES

Two former **Glock Inc.** sales execs were indicted in Kansas June 4 for their alleged roles in a bribery and kickback scheme. The **Department of Justice** alleges that the owner of Olathe, Kan.-based Global Guns & Hunting Inc., **John Sullivan Ralph III**, paid more than \$1 million in bribes to Glock executives to receive preferential treatment over other firearm distributors. Read more at <http://bizj.us/x0alh>.



BYRON E. SMALL

## DIGITAL BILLBOARD TO TOWER OVER DOWNTOWN CONNECTOR

**Billy Corey**, owner of **Corey Cos. Inc.** and **U.S. Enterprises Inc.**, which includes an airport advertising division, said in 2013 he planned to transform the 300-foot-tall "Corey Tower" he owns at the Downtown Connector and Martin Luther King Jr. Drive into a towering digital billboard. Well, the equipment has arrived from Utah and it will be operational in one to three weeks, reports *Curbed.com*.

Atlanta Business Chronicle first reported in 2013 that Corey planned to spend \$1 million or more to turn the white smokestack-like structure into a

### TOP STORY



SPECIAL

Atlanta-based shapewear giant **Spanx** has named Nike exec **Jan Singer** its new CEO, replacing **Laurie Ann Goldman**, who stepped down in February.

## Former Nike exec to lead Spanx

A former big time Nike exec will take over as CEO of Spanx.

Atlanta-based shapewear giant **Spanx Inc.** said June 5 that former **Nike Inc.** exec **Jan Singer** will become its new CEO, replacing **Laurie Ann Goldman**,

who stepped down in February.

Singer held various senior leadership roles at Nike, including corporate vice president of global apparel and corporate vice president of global footwear.

giant sign that would project his company's logo to the millions of people that travel through the city. "This will be a landmark for the city of Atlanta," Corey said then. "Like the Statue of Liberty. The [Gateway] Arch in St. Louis. The Space Needle in Seattle." Read more at <http://bizj.us/x5itb>.

## COBB LEADERS PUT BRAKES ON LEE'S PLAN FOR BUS SYSTEM TO SERVE STADIUM

Cobb County Commission Chairman **Tim Lee** has enjoyed near unanimous support from his fellow commissioners for most things related to the **Atlanta Braves**



SPECIAL

## Emory study: Falcons fans among the worst

**Atlanta Falcons** fans are nearly the least supportive and least loyal in the entire NFL. An annual study from Atlanta-based **Emory University's** Sports Marketing Analytics ranks the Falcons 31st out of 32 teams in the league in terms of fan support.

The study noted Atlanta "may suffer from being located in SEC territory." The Falcons just broke ground on a new \$1.2 billion stadium. The team is coming off a dismal 4-12 season marked by injuries to some of its top players. (Read more and

access the full fan base rankings at <http://bizj.us/x7x21>.)

Emory said it bases its rankings on team box office revenues relative to team on-field success, market population, stadium capacity, median income and other factors.

Here's how the Falcons' division rival fan bases rank:

- ▶ **No. 4**.....New Orleans Saints
- ▶ **No. 15**.....Carolina Panthers
- ▶ **No. 29**.....Tampa Bay Buccaneers



Tim Lee

stadium project. The majority are backing away, however, from his idea to fund a bus system that would serve the stadium with SPLOST money, reported **WXIA-TV**.

The **Federal Transportation Administration** has indicated it might provide \$274 million toward the nearly \$500 million bus system, noted **WXIA**. Lee is now talking about adding \$100 million from Cobb's existing special local option sales tax funds as well, **WXIA** reported. Lee has not made his proposal official.

Lee's fellow commissioners say they are concerned that if the bus system tax is included when Cobb residents go to the polls to renew the existing SPLOST, they might vote down the entire tax.

"I would hate to lose the opportunity for SPLOST that does so much good not only for roadways, but for public safety, for parks and recreation," said Commissioner **Helen Goreham**.

Commissioner **Bob Ott**, who represents southeast Cobb, told the Marietta Daily Journal he doesn't support bus rapid transit on the SPLOST because he doesn't think it would solve traffic problems.

County spokesman **Robert Quigley** told the MDJ commissioners will vote in July whether to include an earmark for BRT in the proposed SPLOST list.

## THE TOP 10 STATES FOR FEDERAL STUDENT LOAN DEBT ARE:

<b>California</b> .....	<b>\$103,422,087,000</b>
<b>New York</b> .....	<b>\$73,198,472,000</b>
<b>Texas</b> .....	<b>\$71,225,914,000</b>
<b>Florida</b> .....	<b>\$61,761,711,000</b>
<b>Pennsylvania</b> .....	<b>\$50,476,342,000</b>
<b>Ohio</b> .....	<b>\$47,831,064,000</b>
<b>Illinois</b> .....	<b>\$47,195,889,000</b>
<b>Michigan</b> .....	<b>\$39,329,986,000</b>
<b>Georgia</b> .....	<b>\$39,325,631,000</b>
<b>New Jersey</b> .....	<b>\$28,452,337,000</b>

SOURCE: U.S. DEPARTMENT OF EDUCATION

## GEORGIA FEDERAL STUDENT LOAN DEBT MORE THAN \$39 BILLION

Georgia college students have the ninth-highest federal student loan debt, according to a report issued June 10 by the White House.

President **Barack Obama** on June 9 announced an executive action that would allow millions of borrowers to cap their monthly student loan payments.

The White House's Council of Economic Advisers and Domestic Policy Council the next day released outstanding federal student loan debt by state.



# MARIA SAPORTA

Contributing writer

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## CIVIC ATLANTA

# New initiative will mark Georgia's business history

Georgia's business history will soon be taking its place alongside the historical markers sprinkled all over the state.

The Georgia Historical Society is launching its board-approved Business History Initiative to fully recognize the contributions that the state's significant companies have made to the evolution of the South, nationally and globally.

It will be launching the business initiative on June 17 in conjunction with the grand opening of the Delta Flight Museum. The museum is opening on that day because it is Delta's 85th anniversary of passenger service, which began on June 17, 1929.

Delta Air Lines has signed up to be the flagship sponsor of the Georgia Historical Society's Business History Initiative. "Delta is the perfect inaugural flagship partner for this project," said **Todd Groce**, president and CEO of the Georgia Historical Society. "It is a perfect, iconic Georgia company that has had tremendous impact on the state and revolutionized flight and passenger travel."

Although a historical marker listing the significance of Delta's contributions to Georgia's economy likely won't be installed for a few weeks, Groce hopes that many other companies will follow Delta's lead.

The Georgia Historical Society took over the state's historic marker program in 1998, and it has been maintaining, replacing and installing markers ever since. Most Georgians are familiar with the markers being on the side of the road or on sidewalks depicting famous Civil War battles or events.

Groce, however, has been looking for ways to make the historic marker program more inclusive of Georgia's history – to include its rich civil rights heritage as well as its business background.

Back in 2012, Waffle House approached the Georgia Historical Society with a request that they wanted a marker at its very first restaurant – located in Avondale Estates, which opened on Labor Day 1955. The restaurant chain had turned its first restaurant into a museum, and it wanted to have a historic marker to identify the significance of how it had grown over the decades.

"Waffle House initiated it, and that got us thinking," Groce said. "We got a lot of positive feedback when we put up that historic marker."

Now Groce said the Society will be taking the initiative and approaching companies that will be celebrating major anniversaries or milestones in their own histories to see if they would like to participate in the Business History Initiative.



Delta Flight Museum, shown in this rendering, will officially open on June 17.

DELTA AIR LINES INC.

It is offering companies different packages that include everything from having just a historic marker to having a curriculum or case study done on their company that would be taught in Georgia's schools as a way to educate and inspire students. (The curriculum would be developed by the Georgia Council on Economic Education.)

Companies would select which package they would want, and it would cost \$25,000 to \$40,000.

"We are really excited about the Business History Initiative," Groce said. "We want to make people more aware of the impact that businesses have had not just in Georgia but all over the world. We see this as an important part of our state's history."

### Delta Flight Museum

For the past month, Delta has been giving its employees and special friends sneak peaks at its revamped museum. But it wanted to save its grand opening for June 17, the actual 85th anniversary of when it started offering passenger service.

Delta CEO **Richard Anderson** will be on hand for the official "invitation-only" opening of the 60,000-square-foot Flight Museum, which is housed in the airline's two original maintenance hangars dating back to the 1940s. Atlanta Business Chronicle first reported plans for the new museum in June 2013.

Delta is only one of two U.S. airlines with a public museum. The other is American Airlines in Fort Worth.

Among the features in the museum are five historic aircraft: Spirit of Delta Boeing 767 (Delta's first 767), donated by employees; Delta's first DC-3, Ship 41, restored by employees and retirees; Waco 125 (the oldest in the collection, dating from 1929); Stinson SR-8E Reliant; TravelAir (the aircraft type that

carried first DL passengers in 1929); and the Convair 880 cockpit, formerly at the Atlanta Convention & Visitors Bureau's center in Underground Atlanta.

Other features at the opening will include employees wearing vintage uniforms throughout Delta's history and a Boeing 737-200 full-motion simulator, the only one that is open to the public in the United States.

The museum will be available as a rental facility for meetings and events as well as for catered events that can seat up to 1,200 people.

### The global reach of UPS

The recent announcement that **David Abney** will be the next CEO of United Parcel Service Inc. should remove any doubt about the growing international focus of the company.

Before becoming the chief operating officer of UPS, Abney was president of UPS International. He also has been, and continues to be, chairman of the World Affairs Council of Atlanta.

**Ed Martinez**, president of the UPS Foundation, also talked about the company's global reach in a keynote



Ed Martinez

talk to the Georgia Hispanic Chamber of Commerce on June 7. Martinez said there were more than 32,000 Hispanic-owned businesses in Georgia – companies that "are enriching our great city and state in all aspects of everyday life."

But Martinez went on to urge them to look at the world differently than they have – to view "disruption as a force for innovation and growth" and saying that "acting globally is now an imperative" in doing business.

"Thinking globally is just not good enough," he said, adding that it is critically important for Hispanic companies to begin looking to sell their products in other markets. "UPS moves 6 percent of the U.S. GDP and 2 percent of the world's GDP. So we have a good pulse of global economic trends."

Not only is more business shifting to online transactions, Martinez said, but "we're also witnessing dramatic shifts in the economic balance of power" in the world.

"Roughly 1 billion people from developing countries are now entering the market for goods and services which they see on display in the developed world," Martinez said. "As more of the world's economic growth shifts to emerging economies and frontier markets like Myanmar, those of us in the developed economies must come to grips with a new reality. The U.S. no longer holds a birthright to innovation."

U.S. companies, however, can choose whether they want to participate in the new economy by embracing in global trade and exports.

"But today, less than 1 percent of 30 million U.S. businesses export, and of those, nearly 60 percent ship to just one country," Martinez said, adding that he suspects those percentages also reflect the export profile of Georgia's Hispanic-owned companies.

Today the total value of trade worldwide is in excess of \$20 trillion, he said. "Some experts believe that this number will triple over the next generation. The implications will be enormous for all of us," Martinez said. "As a consumer, the world suddenly becomes your store. As a business person, the world becomes your customer. So I encourage you to take advantage of the opportunities that exporting can bring your business, brand and community."

### Leukemia & Lymphoma Society

Using the tagline "Everyone wins when cancer loses," the Leukemia & Lymphoma Society's 2014 Atlanta Man & Woman of the Year fundraising gala will be held on June 14 at the Loew's Hotel.

It culminates an exciting couple of months for the Society, which has held similar events in Augusta and Savannah, where it has raised \$237,000 and \$307,000, respectively.

The Atlanta gala is projected to bring in as much as \$600,000, which would mean that the Society will have raised more than \$1 million statewide for this campaign, according to **Alana Kootsikas**, the nonprofit's senior director of events and external development.

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## NEWS

## CRAFT SPIRITS

# Distillers say changes needed in Georgia laws

BY AMY WENK  
awenk@bizjournals.com

More Georgia-made spirits are stacking the shelves at liquor stores and restaurants, adding new options among mainstream brands such as Jack Daniel's and Jim Beam.

Today, Georgia is home to around 10 craft distilleries – the most it's had since Prohibition – and more are on the way.

But the budding industry could get stifled in the state if alcohol laws aren't relaxed, say some local distillers. Neighboring states such as South Carolina, Florida and Tennessee are growing at a much faster rate than Georgia due to their distillery-friendly environment.

"Every state in the South has passed legislation to allow distilleries to operate like wineries," said **Jim Harris**, who last year launched **Moonrise Distillery** in Clayton. He also heads the **Georgia Distillers Association**, a group organized in 2013 to help rally support for the state's craft distillers. "If Georgia doesn't pass it, the majority of the craft distillers in the state will not make it."

The craft distillery market, following in the footsteps of fine wine and craft



Tommy Williams and Michael Anderson just launched Independent Distilling Co. Independent Distilling Co.

AMY WENK

beer, is exploding across the country.

Just as people are demanding locally grown produce, they want to know the face and story behind the spirits they drink.

"Craft cocktails are really hot," said **Cher Gregoire**, an attorney with **Taylor, Feil, Harper, Lumsden & Hess P.C.** who specializes in alcohol issues. "I think people are getting more interested in spirits."

In fact, last year U.S. craft spirit sales volume grew 30 percent, according to the **American Distilling Institute**.

Distilling once was a huge industry in the country, but it dried up when Prohibition began in 1919.

The craft distilling industry in the United States started back up in California in 1982. The industry has since grown from 24 craft distilleries in 2000 to 234 in 2011. That number is expected to grow to around 500 by 2015.

Georgia distillers seem to be seeing the opportunity. Already this year two craft distilleries have opened, and a new brand of bourbon debuted in the state.

"It really is a historic thing," said **Michael Anderson**, who recently launched **Independent Distilling Co.** in a small warehouse on East College Avenue in Decatur with **Tommy Williams**.

Although it's taken four years for the pair to open the distillery, they are now shipping out their first batch of corn whiskey. It's named **Hellbender** after an endangered Georgia salamander.

**Lazy Guy Distillery** also recently launched in downtown Kennesaw. Founder **Mark Allen** produces whiskey from Georgia-grown grains and fruit. The distillery and tasting room is housed in an old barn from the 1800s.

**Savannah Bourbon Co.** is another liquor brand that debuted this year.

"It was a long process," said **Jim Valentine**, who started the Atlanta-based company four years ago with **Charles Barfield** and **Dan Rosenbluth**. They released their first product in January. The team creates their craft bourbons from grains grown in Savannah. It's distilled in Milledgeville by **Georgia Distilling Co.**

"I think the craft beer business definitely paved the way" for distilleries, Valentine said. "Local is actually not a fad."

## Other craft distilleries in the works

In April, tech entrepreneurs **Jeff** and **Craig Moore** installed the still for their new venture called **Old Fourth Distillery** – which they claim will be the first distillery to open in the city of Atlanta since Prohibition. They hope to launch this summer at 487 Edgewood Ave.

**Tim Watts** recently signed a lease to open **Watts Whiskey Distillery** in Avondale Estates. The distillery will be part of a

new project from Avondale Estates Mayor **Ed Rieker** called Tudor Square.

But, Harris with the Georgia Distillers Association fears that existing craft distilleries could be lured to other Southern states, including South Carolina and Florida. "They are watching Georgia very closely. We could lose three real quick."

Harris and other local distillers have been rallying state lawmakers to pass legislation to allow distilleries to sell a limited amount of product on site to consumers. "All we want is enough leeway in the law to build our brands," he said. "It's disheartening to see an industry like this just explode in all the states around us."

## CRAFT DISTILLERIES IN GEORGIA

### AMERICAN SPIRIT WHISKEY

Located: Atlanta  
Produces: Whiskey

### DAWSONVILLE MOONSHINE DISTILLERY

Located: Dawsonville  
Produces: Moonshine

### GEORGIA DISTILLING CO.

Located: Milledgeville  
Produces: Moonshine, Vodka, Whiskey

### INDEPENDENT DISTILLING CO.

Located: Decatur  
Produces: Whiskey

### IVY MOUNTAIN DISTILLERY

Located: Mount Airy  
Produces: Whiskey, Brandy

### LAZY GUY DISTILLERY

Located: Kennesaw  
Produces: Whiskey, Bourbon, Seasonal Brandy

### MOONRISE DISTILLERY

Located: Clayton  
Produces: Moonshine, Whiskey, Brandy

### OLD GEORGIA MOUNTAIN MOONSHINE

Located: Dillard  
Produces: Moonshine, Whiskey

### RICHLAND DISTILLING CO.

Located: Richland  
Produces: Rum

### SAVANNAH BOURBON CO.

Located: Atlanta, but contracts out brewing to Georgia Distilling Co.  
Produces: Bourbon

### STILL POND DISTILLERS/IMAGE FARM DISTILLERY

Located: Arlington  
Produces: Brandy, Vodka, Moonshine

### THIRTEENTH COLONY DISTILLERIES

Located: Americus  
Produces: Whiskey, Vodka, Gin

### In the Works

### OLD FOURTH DISTILLERY

Located: Atlanta  
Will produce: Vodka, Gin

### WATTS WHISKEY DISTILLERY

Located: Avondale Estates  
Will produce: Bourbon, Whiskey

Sources: American Distilling Institute, staff research

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## NEWS



Atlanta Civic Center

JOANN VITELLI

*If the Civic Center intrigues the right developer, the area has the potential to see the revitalization of an entire city block involving Ralph McGill Boulevard, Central Park Place and Piedmont Avenue.*

OXFORD CONTINUED FROM PAGE 1A

knowledge of the plans.

Cumming declined a request for an interview.

It's the latest adaptive reuse project planned for downtown, where most of the city's oldest buildings are located.

For years, aging downtowns across the United States have lost companies and stores to suburban areas. Now the reverse is happening – migration back to the city.

Across intown Atlanta, new pockets of activity have popped up around the neighborhoods of Inman Park and Old Fourth Ward, where for years investment had lagged and buildings had been ignored.

## HOTEL OCCUPANCY RATES

68.2%

In downtown Atlanta.  
Up from 66 percent for the same time period in 2013.

The next wave of investment has the potential to target the area around the Boisfeuillet Jones Atlanta Civic Center – near Cumming's project.

"This is where the best deals are often made – these pioneering areas," said **Charles Pinkham III**, vice president of development at **Portman Holdings LLC**.

Portman in April announced its plans to convert an aging building at 230 Peachtree St. into a 200-room Hotel Indigo with office space above.

**Paces Properties** recently bought 250 Piedmont, paying just \$8.1 million for the 20-story tower that sits behind the Hilton Atlanta and next to Cumming's project. Paces plans to turn the vacant office building into an apartment tower with more than 300 units.

The **Atlanta City Council** this month agreed to sell the Civic Center in hopes of turning what has been an under-utilized

drain on the city's budget into a catalyst for revitalization.

If the Civic Center intrigues the right developer, the area has the potential to see the revitalization of an entire city block involving Ralph McGill Boulevard, Central Park Place and Piedmont Avenue.

*"Atlanta is certainly under-supplied with boutique hotels, especially those after a higher price point."*

KIM BARDOUL

Downtown's hotel market is certainly heating up, just as new attractions such as the College Football Hall of Fame prepare to open.

Hotel occupancy rates are on the rise. Through March this year occupancy was at 68.2 percent in downtown, up from 66 percent for the same time period in 2013.

"I think the time is right for a boutique hotel in downtown Atlanta," said boutique hotel consultant **Kim Bardoul** with **The Highland Group**. "Atlanta is certainly under-supplied with boutique hotels, especially those after a higher price point."

She added that "an independent boutique fits really well into a converted product. It makes it unique and kind of an experience."

Jobs are also returning to the city's core.

**The Coca-Cola Co.** last year decided to relocate 1,000 high-paying jobs to downtown's SunTrust Plaza for its new information technology center. That means nearly 2,000 Atlanta-based IT employees will work out of SunTrust Plaza, bringing up to \$150 million in payroll into downtown. That's likely to spur new real estate development in the area.

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## REAL ESTATE NOTES

Editor Douglas Sams

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### COMMERCIAL REAL ESTATE

## Office rents above \$30/foot on the horizon in Central Perimeter

Apartment rents are soaring to more than \$2 a foot.

It appears rents for some of metro Atlanta's office buildings may also be on the verge of new high-water marks.

At least that's the case in the Central Perimeter, Atlanta's largest office market.

Rents at trophy office properties in cities such as Sandy Springs and Dunwoody have been climbing to the range of \$27 to \$28 a foot for the past year, and some floors are renting for \$30 a foot, according to market data. That's higher than rents were at the peak in 2008. There's growing confidence that rents of more than \$30 a foot – once thought to be unobtainable in the Perimeter – might soon be on the horizon.

Whether that's possible will become clearer in coming months as groups vying for NorthPark Town Center begin underwriting the project. Some investors may already be projecting rents at NorthPark – a 1.5 million-square-foot office complex – to exceed \$30 a foot

in the next year, according to people familiar with the process.

The Central Perimeter has been enjoying some of the strongest rent increases in metro Atlanta. By early this year, its trophy buildings had seen about 5 percent rent growth since the start of 2012, according to market data.

The trends helped restore the luster of Atlanta's suburban office markets in the eyes of institutional capital.

The biggest difference-maker is probably State Farm Insurance Co. It has leased more than 1 million square feet in various Central Perimeter office buildings, leading to strong absorption. Companies such as AirWatch LLC have also helped absorb big blocks of office space.

There are still concerns. State Farm will eventually vacate the office buildings it's occupying in the Central Perimeter when the first tower on its new Dunwoody campus is finished in the next few years.

But, long-term trends still look favorable.

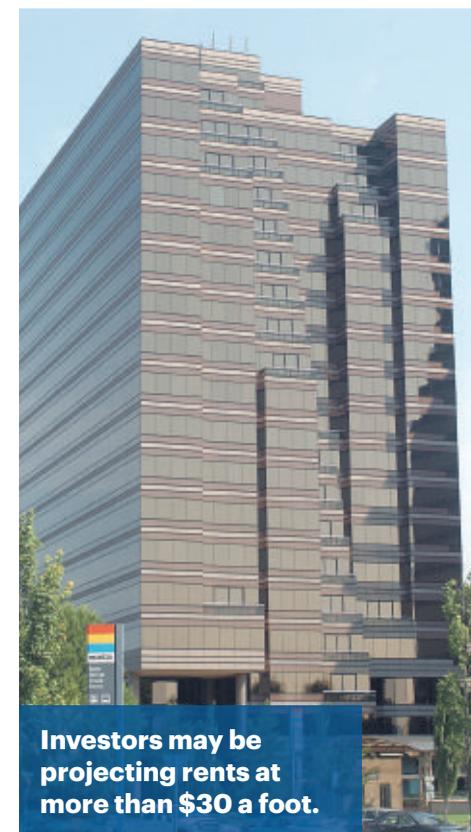
Job growth – fuel for the office market – remains solid, despite slowing down a bit from last year's pace, according to the latest data from the Bureau of Labor Statistics.

"Most of the larger MSA's throughout the country are struggling to maintain the same rate of job growth achieved in 2013," **Dan Wagner**, with real estate services firm **CBRE Inc.**, wrote in a recent commentary on the economy for Atlanta Business Chronicle.

"Of the top 10 MSA's, only four are currently on pace to meet or exceed their 2013 growth rate," Wagner said. "Atlanta is one of the laggards, but compares favorably to other large metros, remaining in the top 5 in terms of year-over-year employment gains."

Dallas and Houston are both on pace to lead the nation and far exceed their 2013 growth.

While Atlanta's employment growth is not expected to be a record-breaker, Wagner said, "2014 should be a solid year."



Investors may be projecting rents at more than \$30 a foot.

JOANN VITELLI



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**RentPath Inc. reportedly wants to move intown.**

SPECIAL

**A new path for growth**

Real estate search company **RentPath Inc.** looks headed ITP.

The Norcross-based company that owns Rent.com and Apartment Guide is thought to be considering a new lease in

the range of 90,000 to 100,000 square feet. Buckhead and Midtown appear to be the top contenders.

RentPath – represented by **Cushman & Wakefield** – would be able to better recruit talent with a move intown.

But, it may also want more affordable space than some of the newest intown trophy towers offer.

Atlanta Plaza in Buckhead – which still has a huge leasing hole to fill – is one option, according to office building landlords familiar with what RentPath is seeking. Atlantic Station has also emerged as a possible landing spot.

More companies based in the Atlanta suburbs have looked intown over the past two years.

The highest-profile relocation was athenahealth Inc., which decided to move from Alpharetta to Ponce City Market, the massive redevelopment of the former Sears Roebuck & Co. building in Atlanta’s Old Fourth Ward.

**PATH400 nears a milestone**

The first half-mile segment of the new multi-use trail along Georgia 400 is well underway.

Known as PATH400, the first section, between Old Ivy Road and Lenox Road, will connect Buckhead’s residential areas with the retail and office buildings in the Tower Place mixed-use center. The initial segment of the trail is on pace to open by the end of the year.

“What’s surprising is the great views of the Buckhead skyline you get from the trail,” said **Denise Starling**, executive director of **Livable Buckhead Inc.**, which is overseeing the project.

The \$2.5 million section will include upgrades for pedestrian traffic where the trail enters Lenox Road.

CONTINUED ON PAGE 18A



**The first segment of PATH400 is to open by year-end.**

SPECIAL

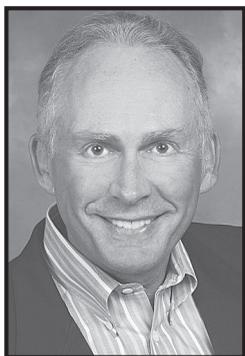
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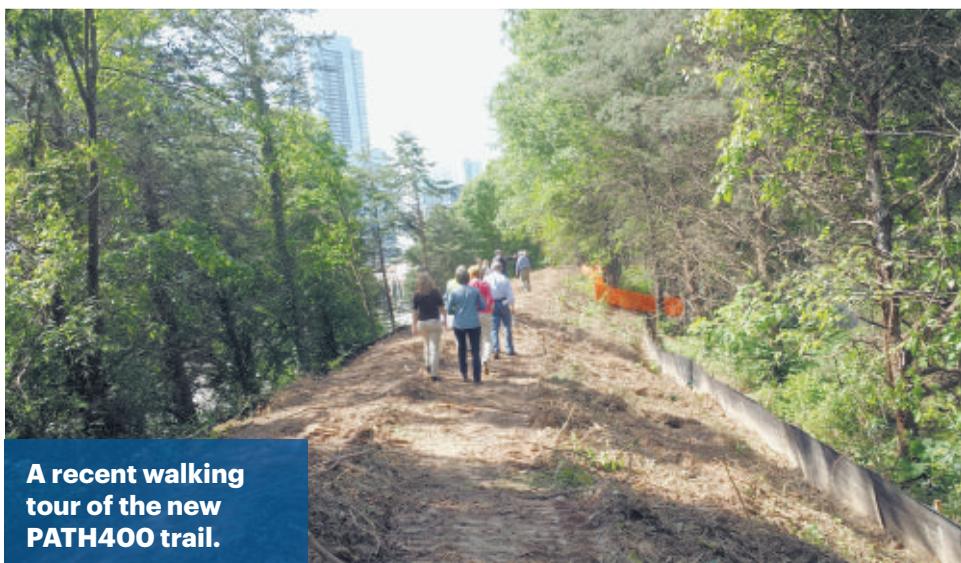
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## REAL ESTATE NOTES



A recent walking tour of the new PATH400 trail.

SPECIAL

CONTINUED FROM PAGE 17A

For years, Buckhead had the least green space of any intown office market and struggled to compete with the amenities offered by building owners in Midtown, where office tenants are a short walk or bike ride to Piedmont Park.

Plans call for 106 acres of new plazas, parks, trails and greenways in Buckhead, and street and sidewalk improvements.

PATH400 is the highest profile project.

At 5.2 miles, it will add 13 acres of green space by itself, plus another 17 acres of additional parks along the trail. It will eventually link to the Beltline.

## ► ON THE RECORD

► **Colliers International Atlanta** has launched a new venture, Colliers Facility Solutions.

It will be led by CEO **Holly Hughes**, who had joined Colliers earlier this year as head of its facility and property management business. Hughes is also the majority shareholder in the new company.

Colliers International's **Bob Mathews** said the deal underscores two goals: continuing to strengthen the firm's services and express its commitment to diversity in the real estate business.

Three years ago, Colliers struck a deal to buy a minority share of project management firm LCG Real Estate Services founded by CEO Meredith Leapley. She also retained a 51 percent majority ownership in the venture.

Hughes sees more corporations still looking at ways to control costs in the wake of the deepest recession since the Great Depression. Atlanta has seen hiring improve but it has yet to replace all the jobs lost during the downturn and companies remain focused on optimizing expenses.

Hughes has more than 17 years of experience in property and facility management and had been leading those divisions for Cassidy Turley in Atlanta. Hughes has also been an executive vice president of property and facility management for Atlanta real estate company Carter.

► **Ian Hughes** is joining **Cassidy Turley** to lead property and facilities management



Ian Hughes

for the Atlanta region. Hughes is moving over from Jones Lang LaSalle Inc. Cassidy Turley has also landed **Rosalind Rainge** to manage a 2.2 million-square-foot portfolio owned by Liberty Property Trust. Rainge had worked for Transwestern.

► **Cushman & Wakefield** has hired **Jon Mayeske**, a top-producing broker in the firm's New York office.

Mayeske is joining the Atlanta office as director within the brokerage services group. Mayeske "built an excellent track record of success, which includes a long list of major lease signings," said **John O'Neill**, C&W's senior managing director and Atlanta market leader.

Mayeske was a director in the tenant advisory practice in Cushman & Wakefield's New York office for the past eight years. His recent lease signings include a 101,600-square-foot lease with Internap Network Services Corp.

► Colliers International Atlanta has named **Scott DeMyer** senior vice president in its landlord services group.



Scott DeMyer

DeMyer joins Colliers International from CBRE.

DeMyer will lease properties including The Carriage Works, a three-building, 145,000-square-foot office property in Midtown West

listed on the National Register of Historic Places.

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<sup>1</sup>2013 Aflac WorkForces Report, a study conducted by Research Now on behalf of Aflac, January 7 - 24, 2013. <sup>2</sup>Aflac Company Statistics, October 2013. One day processing turnaround based on business days after required documents are received. Online claims available for Accident, Sickness, Cancer & Wellness claims. Coverage is underwritten by American Family Life Assurance Company of Columbus. In New York, coverage is underwritten by American Family Life Assurance Company of New York. Worldwide Headquarters | 1932 Wynnton Road | Columbus, GA 31999

## NEWS

GM CONTINUED FROM PAGE 1A

swerved into oncoming traffic.

The Cobalt's black box indicated that the car had completely lost power, from the steering to the anti-lock brakes and airbags.

The car's ignition had switched out of run into the accessory position, a problem that has caused fatal accidents in Cobalts and other GM cars around the country.

## 2.6 million

► GM's vehicles recalled

The case Cooper filed on behalf of the Meltons contributed to GM's recall of about 2.6 million vehicles, and there are still nearly 80 product liability suits and more than a dozen personal injury cases pending. Only a few of these are Cooper's cases, but the Melton case thrust him into the national spotlight for the first time.

Personal injury cases, on the other hand, he is very well acquainted with. Cooper has reached settlements with GM in three other lawsuits involving vehicle defects since it filed for bankruptcy in 2009. Cooper has argued against Honda, Ford, Continental Tires, Chrysler and many more in his 25 years of practice. In an interesting twist, he drives a 2004 GMC Yukon, an SUV made by GM.

Practicing law is old hat for Cooper by now, but he vividly remembers being a senior at University of California-Berkeley, when he had no idea what he wanted to do with his life.

"All my friends had gotten jobs and were going into med school or banking," he said. "I went to the school counselor and he said, 'Why don't you try law school?'"

After graduating from Emory University School of Law in 1989, Cooper moved back to California and began working for a large firm called Morrison Foerster. He found he didn't like the big firm environment, so he returned to metro Atlanta and joined a practice with only one other lawyer, Jean E. Johnson, who is primarily a plaintiff's attorney. Soon after that, Cooper gravitated toward doing mainly plaintiff's work as well. He started out doing it mostly for business reasons.

"I'd like to say I have an Atticus Finch story, but really, when I got out of law school, my thinking was more business-oriented," Cooper said.

It was his first product liability case that made him see things a little differently. It involved a Bronco II that rolled over as a result of tire tread separation, leaving a young mother widowed with an 18-month son.

"It was really gratifying to get a favorable resolution to her," Cooper said. "So that really drew me towards these types of cases ... Not always, but often you have an opportunity to make a difference in a family's life."

Cooper opened his own practice in Marietta in 2006, and has continued to make a name for himself in personal injury cases.

Several years ago, he argued a case



BYRON E. SMALL

*"I personally believe that had it not been for Lance and the Meltons, there never would have been any recalls on the GM vehicles. I think they are directly responsible for bringing this series of issues to the public's attention."*

**JERE BEASLEY**

against Ford wherein a grandmother lost control of her Aerostar minivan, killing five passengers, which were her son and grandchildren. Although Cooper lost the initial trial, he appealed the case and wound up getting a substantial settlement after it was determined that Ford was negligent in not warning consumers of the van's rollover problems.

In the 2012 case Hoover v. Maxum Indemnity Co., Cooper represented a man who suffered a serious brain injury on a worksite. His employers' insurer, Maxum, didn't want to pay out, and stated that the employer failed to provide timely notice of occurrence.

The case reached the Supreme Court of Georgia, which held that insurers cannot disclaim coverage under a specific policy provision while reserving the right to do so under others.

This decision changed Georgia's "Reservations of Rights" law, and also ensured that the plaintiff would be able to afford medical care he needed for the rest of his life.

Cooper has represented consumers in well over 100 product liability cases over the years, though only about 25 reached the courtroom – many cases were resolved before they made it that far. He has won more than 50 settlement and trial awards, some for millions of dollars.

He knows that being a successful plaintiff's attorney makes him unpopular in some circles, and he enters every courtroom prepared to dispel any preconceived notions the jury has about him and his clients.

"I just have to convince them they need to give my client a fair shake," Cooper said.

Cooper said he believes most plaintiff's attorneys do have their clients' best interest at heart.

"The bottom line is plaintiff's attorneys help the system work the way it's supposed to," he said. "Companies and individuals are held accountable so they pay for the harm they cause, rather than society paying for it."

The GM case has taken up much of Cooper's time for the last few years, so he has partnered with **Jere Beasley**, senior member of **Beasley Allen Law Firm** in Montgomery, Ala., on some of the GM cases he is handling, including the Meltons'. These personal injury cases are being tried individually.

The product liability cases involve people who own recalled vehicles but have not been injured by them and are seeking compensation from GM for the cars' lost value. On June 9, a panel of federal judges decided the approximately 80 cases would proceed as one case, which will be heard in New York. This is good news for GM, which believes it will have the best chance of using its 2009 bankruptcy as a defense there.

## LANCE ALAN COOPER

- Age: 51 (photo, above)
- Lives in: Powder Springs
- Current job: Founding partner, The Cooper Firm
- Previous job: Partner, Jones & Cooper
- Hobbies: Biking, exercise, parenting

For Cooper, it is currently a waiting game. He is waiting to hear back from GM about his refiling of the Meltons' case, which was settled last September before GM CEO Mary Barra admitted in congressional testimony that a GM engineer may have lied or concealed information about the ignition defect in a deposition. Cooper said the family never would have settled if they'd known this at the time, so in an unusual move, he has filed fraud charges for what he said is "reprehensible corporate conduct."

He is also waiting to hear back from federal judges about who will serve as lead counsel on the class-action lawsuit. He has thrown his hat into the ring along with several other attorneys around the country, including Newport Beach, Calif., attorney Mark Robinson. Cooper said he will assist the team either way because he has played such a large role in the cases thus far.

Alabama attorney Beasley speaks highly of Cooper's work.

"I personally believe that had it not been for Lance and the Meltons, there never would have been any recalls on the GM vehicles," Beasley said. "I think they are directly responsible for bringing this series of issues to the public's attention."

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## WINE & DINE



PHOTOS/JOANN VITELLI

# Natanzi seeks to restore the art of the cocktail

BY CHRISTINE HALL  
Contributing Writer

**M**ehdi Natanzi can describe a cocktail in a way that would whet even the most discerning whistle.

In fact, he thinks the art of cocktail-making is sometimes forgotten.

"We are so busy to get a drink out on time that we forget it is an art, and there is a recipe," Natanzi said. "Just like a chef has a recipe, we have one for cocktails so that there is a consistency."

Rather than throw all of the ingredients in, he believes they need time and care, something he sees missing.

That's an aspect that Natanzi and his beverage team have embraced at **Polaris**, the restaurant atop the **Hyatt Regency Atlanta** that held its grand reopening this week. "Good cocktails take time, so if we take another minute, it is going to taste like it," he said.

Natanzi, a native of Miami, has been the Hyatt's beverage manager for a little over a year, though he has worked with the brand for 11 years, coming to Atlanta from the Grand Hyatt Tampa Bay.

He finds many people have a misconception that restaurants in hotels aren't that good, but he said Polaris changes all of that.

His main objective is to "make it amazing" and somewhere locals will want to go a couple of times a week or a month.

Natanzi talked with Atlanta Business Chronicle about his inspiration for the cocktail menu and what he enjoys drinking.

**Q: How do you find inspirations for your drinks?** Just by going out. The inspiration is in different foods, what we eat. My beverage team members are huge foodies. If we are eating or see something, we will talk about creating a drink for it. Our chef plays a huge role as well. We brought in beautiful beets that we plan to use in fall drinks. When I came to Atlanta, I discovered it had some of the most amazing restaurants. I think in Tampa, we struggled to find

### MOST POPULAR DRINKS

- We have had a few VIP events, and the bourbons did well and, of course, the peach daiquiri. Another is a take on the gin fizz, called the Girvan Fizz, which combines cucumber water and simple syrup.

that. Our goal is to push the boundaries and be innovative.

**Q: What are you trying to go for with Polaris' new cocktail menu?** When we came up with the entire beverage program, we didn't want mainstream products, but rather to hone down on those small batch items. We teamed up with **Elijah Craig** (the award-winning Kentucky distillery) to make our own bourbon that we can use to make our own Manhattans and old-fashioned. We are also bringing back the peach daiquiri. We worked with **High West Distillery** out of Utah, which has a peach-infused vodka where each bottle is numbered. It has peach liquor and white peaches,

## ABOUT MEHDI NATANZI

A native of Miami, Natanzi earned a bachelor's degree in business management from the University of South Florida in 2006. He has worked with Hyatt for 11 years, and as beverage manager at Hyatt Regency Atlanta since 2013. In addition to Polaris, he oversees beverage operations for the 1,260-room hotel as well as two restaurants, Sway and Twenty-Two Storys. He came from the Grand Hyatt Tampa Bay, where he was specialty restaurant manager in charge at Armani's.

### SEE THE VIDEOS:

- Joe Truex, executive chef, Watershed on Peachtree Restaurant: <http://bizj.us/x6va1>
- Jeff Jackson, cocktail dude and GM, Rosebud: <http://bizj.us/vxi27> <<http://bizj.us/vxi27>>
- Perrine Prieur, sommelier and owner, Perrine's Wine Shop: <http://bizj.us/x6utn>
- Asha Gomez, chef/owner, Cardamom Hill: <http://bizj.us/vtf33>
- Buddy Smith, sommelier at Del Frisco's Grille: <http://bizj.us/vj3qr>

though it is not syrupy or artificial. When you close your eyes, it is like biting into a peach.

We make everything ourselves from the bitters to the fresh-squeezed juices to the simple syrups. We knew we wanted to be on the cutting edge.

**Q: What do you enjoy drinking?** I'm a scotch man. I love a nice single malt. Macallan is my favorite. I often seek out old-fashioned and Manhattans that have it. I also love wine – I am a big fan of reds, California wines like Orin Swift.

**Q: Which cocktail do you enjoy making and why?** I can't really say there is one that I enjoy making, but I love cocktails that, as you drink it, have so many layers. For example, we have this one drink called the Chocolate Picante that is tequila, mescal, chocolate and a homemade habaero syrup. You get the sweetness from the chocolate and a spiciness. Then at the very end, you get a little heat. It is certainly an experience, and visually, it is beautiful. Those are the cocktails that I like to make. 



### NATANZI'S 'SECRET' INGREDIENTS

- We have done beets, making that into a syrup with honey. I was very hesitant on bacon bourbon, but combining the two was amazing along with the apple and blueberry. Anything can work if you pair it up the right way. Add a little spice to the cocktail. We got in some watermelon radishes. Once you open it, the colors are amazing, so we muddled it into a vodka cocktail. You get the spice and we candied one of the radishes for the garnish.

## WINE &amp; DINE

# Spanish, Italian cuisines inspire Crete

BY CHRISTINE HALL  
Contributing Writer

The restaurant business has been in Chad Crete's blood since he was 14 years old.

He always knew that was what he wanted to do, so he researched his options and found the best education he could – the renowned Hotel School at Cornell University.

In September, he will celebrate five years as executive chef and owner of **The Iberian Pig**, which he helped create with his longtime friend and partner, **Federico Castellucci**.

Prior to that, he was working in Las Vegas, recruited from Cornell by China Grill Management.

Crete said when Castellucci was ready to open the restaurant, it was a good time for him to be able to leave his job in Las Vegas. At the time, Castellucci was already living in Atlanta, so he said it was a natural progression.

"It happened that we had a foundation here, along with relationships with suppliers, so it made it easier to do a restaurant in Atlanta than to start from scratch in a different city," Crete said.

Though he doesn't claim to have a definitive specialty, cooking at both Spanish and Italian restaurants has become that for Crete. He said Spanish cooking has become one of the best cuisines that he has a grasp of, though he likes both cuisines equally. Part of that passion comes from the flavors, which he fell in love with because of their versatility, he added. He spoke about what inspires his menu and other things with Atlanta Business Chronicle.

**Q: The Iberian Pig recently put out a new menu. What were the inspirations?** We are constantly trying to evolve, and for the longest time, our dishes were on the rich side, so we added more vegetarian options and



## FAVORITE FOOD/INGREDIENTS

► Crete likes meat, particularly pork cheeks, pork belly and braised pork. He also likes to use lots of different kinds of mushrooms and seafood, such as scallops and fish. "I also try to start with simple ingredients and see what happens."



PHOTOS/JOANN VITELLI

## ABOUT CHEF CRETE

Chad Crete started working in the restaurant business at a young age. He attended the Hotel School at Cornell University where he met his partner, Federico Castellucci, while cooking at an upscale Italian restaurant in Ithaca, N.Y. Prior to joining Castellucci Hospitality Group, Crete spent time working for Lettuce Entertain You, Hillstone Restaurant Group and China Grill Management. In addition to helping Castellucci open The Iberian Pig, Crete also helped oversee the creation of the menu at Double Zero Napoletana. He also contributes to the culinary direction of Sugo restaurants.

lighter salads that would be fresh and have a great texture. We think we have accomplished that with the new menu. One of the new salads is the Kohlrabi, which includes shaved Kohlrabi salad, shaved fennel, raw apples, sliced almonds, chevre goat cheese and a scallion-ginger dressing. We think this offers a different element of food options for the guest. There is a fine balance to achieving that while also maintaining our staple dishes.

**Q: As a chef, how do you innovate?** For me and my chef team, it revolves around looking for different ingredients. We may take a special type of fish or beef, or maybe have a lot of lobster mushrooms coming in. We are constantly getting emails and searching for different products, and we let the new dish revolve around that. In the summer, we like to go more fresh and a little more elements that involve texture and color. In winter, the dishes are richer and take longer, like slow cooking, but that has layers of flavor. We were looking at beef from cattle raised in Italy's Piedmont region. We haven't tried it out yet, but it is something we are looking to bring in. We always want to offer a product that is new and unique to showcase for the guest. We just did the big menu change, so we have slowed down on the innovation side, but those are the kinds of things we are constantly looking to do.

**Q: What about marketing? How do you**



## POPULAR DISHES

► Definitely the tapas, including the bacon-wrapped dates stuffed with manchego cheese and walnuts and served with a romesco sauce. The restaurant also does a lot of the huevo con trufa: braised pork cheeks with poached eggs, black truffles and rustic bread.

**come up with new ways to attract customers?** We want to keep our restaurant fresh for our regular guests, while also trying things that will appeal to new customers, so we consistently do what has kept us successful. There has to be the balance between maintaining our staple items and constantly evolving. A lot of times it is about offering different specials to see what customers are excited about. Sometimes those become menu items, and other times, we have to revisit them. We will have the servers tell them verbally to the diners, and if the dish is a home run, it is definitely something that goes on a separate list.

**Q: Do you do a lot of off-menu items?** Kind of. We have "chef-casings" during the week. We will create six- or eight courses and have a set format, like meats and cheeses, then go into smaller dishes that are either family-style or individually plated. That won't be listed on the menu, but our servers will give it as an option.

**Q: When you aren't in the kitchen, how do you like to spend your time?** I try to spend time outside, either walking the Beltline or going to the park. If I have to cook, I do barbecue outside so I can do both.

**Q: Chefs are notorious for using a lot of pots and pans when they cook. What about you?** I definitely try to minimize the amount of dishes, which is why barbecue is the best medium.

**Q: What do you like to eat when you go out?** That's the thing about Atlanta. It is an up-and-coming food city, so there are new places opening all the time. Other times, I will just do like Buford Farmers Market or another mom-and-pop, hole-in-the-wall.

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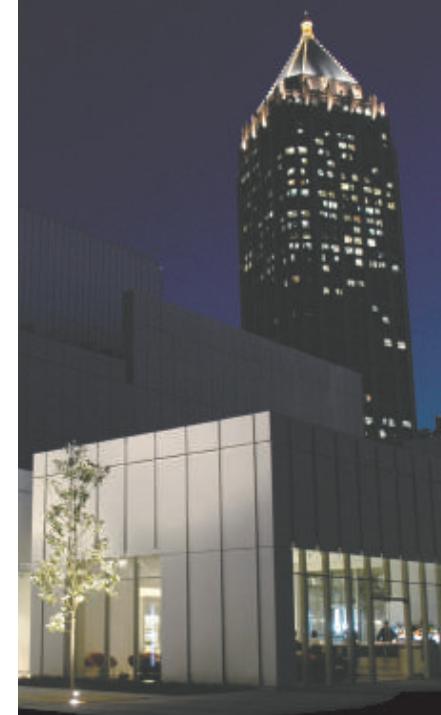


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## TIME OUT

ELEANOR.RINGEL@YAHOO.COM

*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.*

### PUPPY LOVE

I'm not sure I understand why Atlantans so love getting dressed up, but more than a few fundraisers typically involve a runway and some locals strutting their stuff. But if a runway brings in more bucks, cool by me.

This particular runway – next Saturday, June 21 – is for one of my favorite causes: Fix Georgia Pets. “Take A Walk on the Wild Side” takes place at the Rialto downtown. The dress-up theme is “wild,” with the runway show featuring four-legged and two-legged fashionistas, made up to resemble



wild animals by artist Roberto Hernandez. And Fix Georgia Pets doesn't mean

housebreaking my Aussie or teaching my Golden/Border Collie to come when he's called. (The problem, I fear, is deafness, not disobedience.)

What's meant by “fix” is spay and neuter. Yes, Planned Parenthood for pups (and felines). Over 300,000 dogs and cats are euthanized in Georgia every year – 80,000 right here in Atlanta. These are appalling statistics. And while the numerous shelter groups are doing all they can, there are just too many unwanted animals for them to handle.

So come out to the Rialto next Saturday. There'll be food, drinks, a DJ, even a silent auction. And lots of pets, many of them adoptable.

You don't have to do it for the animals. Do it for, as Chef on “South Park” used to say, “the chil'ren.” Having fewer wandering animals means fewer chances of someone getting bit. Badly. Fix Georgia Pets' website has more info.

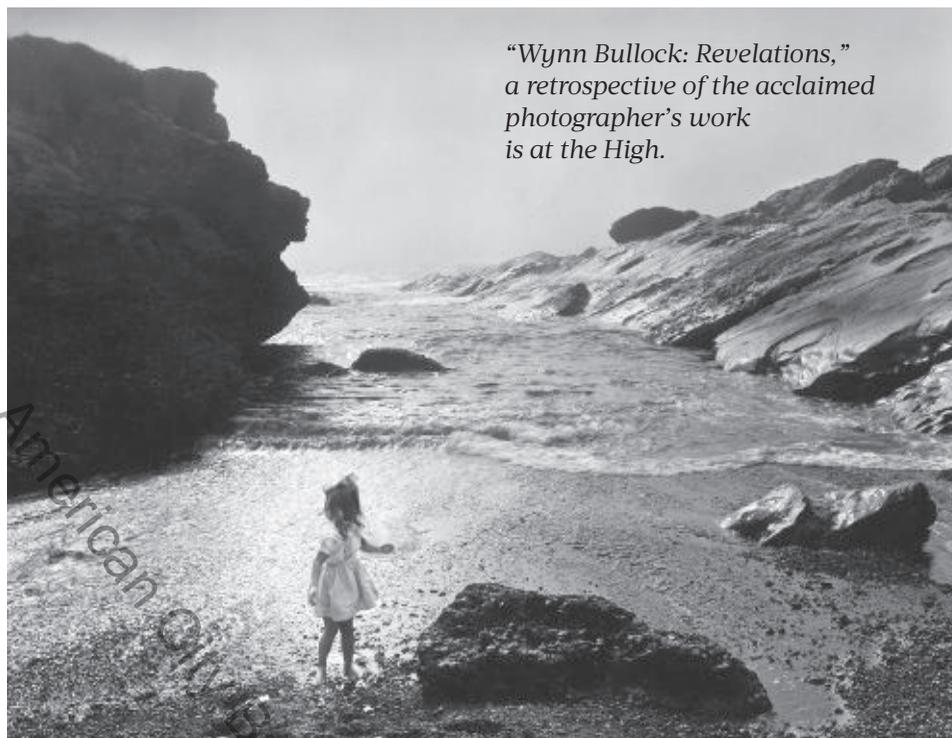
### GET HIGH

The High has got its Big Money/Big Crowds exhibit already in place for the summer. (That would be the luscious “Dream Cars,” which you must see.)

However, this weekend, the museum is also opening two smaller shows that you also should see. The first is “Wynn Bullock: Revelations,” a retrospective of the renowned photographer's work. One of the most important artists in the American modernist tradition (think Ansel Adams), Bullock set out to be a concert tenor. But while in Europe, he became enamored of photography.

The sort of photography he did is hard to explain – which is why you need to visit the High. He often intended his images to serve as metaphors for larger themes. At least that's what it says on “The Internet.”

But I do understand this aspect of him: Two of his photos were included in the landmark 1955 exhibition “The Family of Man” at MOMA. And they



“Wynn Bullock: Revelations,” a retrospective of the acclaimed photographer's work is at the High.

PHOTO/SPECIAL

both will be in Atlanta.

The High is the first major museum in nearly 40 years to mount a Bullock retrospective. More than 100 works will be on view, as part of (more exciting news) a collection gifted to the High by the Bullock Estate. Plus, on June 19, at 7 p.m., California College of the Arts professor/photographer Chris Johnson will talk about Bullock. For free.

Also opening on Sunday the 14th is “Painter's Painters: Gifts from Alex Katz,” which showcases works from the museum's permanent collection.

Katz's stuff accompanies that of 13 emerging and mid-career artists selected by Katz himself. When I went to the website, I also learned Katz and

his foundation have donated 34 works to the High. What a grand chance to see things that have been there all along. And to whet your appetite for the High's proposed solo exhibit in 2015, “Alex Katz, This Is Now.”

### LOOKING ON THE BRIGHT SIDE

Lots of good news this week from the Lyric Theatre. First, they're opening “Spamalot” tonight (June 13) at the Jennie T. Anderson Theatre in Marietta. This is a truly funny show – and not just for Monty Python fans. It runs through June 29.

However, the really good news is that the Lyric is leasing the Alley Stage at the former Theatre in the Square (RIP ... so sad to lose them). So, while main stage shows will continue at the JTA Theatre, the newly named Lyric Studio Theatre in the Square will present weekly cabaret, original works, more intimate pieces and, most especially, musicals performed by Junior Lyric students, plus plays aimed at younger audiences.

You already know the Alley/Studio if you're a theater lover. You entered it through (yes) a back alley. But the Lyric plans some substantial remodeling, including a storefront box office (bye-bye, back alley), cabaret-style seating (does that mean alcohol??) and technical improvements. All in all, an exciting addition to the theater scene.

### THE REEL THING



“Days of Heaven”

SPECIAL

#### SEE THIS: “Days of Heaven”

It may be the most beautiful movie ever made. Certainly it's one of the most sensual. Stars Richard Gere and Brooke Adams. Directed by Terrence Malick. Screens at the Lefont Sandy Springs 10:30 a.m. Saturday and 7 p.m. Monday.

#### AND THIS: “Field of Dreams”

It may be one of the best movies about baseball – and why it matters – ever made.

Stars Kevin Costner, James Earl Jones, Ray Liotta and, in his last movie, Burt Lancaster. Thursday, June 19, 7:30 p.m. Kicks off the Coca-Cola Summer Series at the Fox.



Emily Blunt and Tom Cruise in “Edge of Tomorrow.”

SPECIAL

#### AND THIS: “Edge of Tomorrow”

Tom Cruise delivers another sensational sci-fi/action picture that, well, also delivers. You know what they say about those who forget history being doomed to repeat it? Well, that's sorta what this is about. Sorta.

**HIGH** HIGH MUSEUM OF ART ATLANTA

# Dream Cars

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This exhibition is organized by the High Museum of Art, Atlanta. Image: General Motors Firebird XP-21, 1953. Courtesy General Motors Heritage Center. Photograph by Michael Furman.

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# CAPITOL VISION

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## PORT OF SAVANNAH EXPANSION

# President Obama signs bill authorizing Savannah Harbor project

The last hurdle to deepening the Port of Savannah fell by the wayside June 10 when President **Barack Obama** signed a water resources bill authorizing \$706 million for the long-awaited project.



Curtis Foltz

"This is a massive milestone," said **Curtis Foltz**, executive director of the **Georgia Ports Authority**. "It's been a long time coming."

While the **U.S. Army Corps of Engineers** began

studying the feasibility of digging a deeper Savannah Harbor way back in 1999, Congress has been slow to fund the federal share of the work.

Anxious to get the project moving, Georgia has stepped in with the entire state share of \$266 million.

"Because Gov. **Nathan Deal** and the General Assembly had the foresight ... we will be able to start the project this year using state funds," said **Robert Jepson**, the Ports Authority's chairman.

Foltz said the next step will be reaching a Project Partnership Agreement with the Army Corps defining how the costs will be shared between the state and federal governments, a process he expects to complete within 90 days. The agreement will allow the authority to begin tapping the state's share of the project to start construction.



SPECIAL

The port will be deepened from 42 to 47 feet, allowing it to serve larger ships.

"The vast majority of it has been drafted," Foltz said. "They're really just going to put the final touches on it."

What is widely recognized as Georgia's most important economic

development project, deepening the harbor from 42 feet to 47 feet, will allow the Port of Savannah to remain viable for the larger containerized cargo ships that will be plying the Atlantic seaboard after the widening of the Panama Canal is completed next year.

While the bill Obama signed clears the way for federal funding of the project, Congress still must appropriate the money. Foltz said he expects the Army Corps to include the project in its fiscal 2016 budget request, which will be submitted late this year.

"This project has overwhelming support," he said. "The president called it out specifically. The vice president has mentioned it on numerous occasions. ... It's a great investment for the nation."

### New MARTA budget to step up service

MARTA's board of directors approved a fiscal 2015 budget June 5 that will improve the transit agency's service without raising fares.

The \$415.6 million operating budget, which takes effect July 1, calls for a 19 percent increase in rail-service hours, a goal that will be met by reducing waiting times for trains to no more than 10 minutes during the morning and afternoon peak periods.



Keith Parker

"This agency is on very sound financial ground," MARTA General Manager **Keith Parker** told board members before the vote.

MARTA was running in the red just three years ago, forcing the system to

significantly deplete its reserves and increase the base fare from \$2 to \$2.50.

Parker joined MARTA in late 2012 and began putting the agency's financial house in order through a series of spending reductions and efforts to bring in new revenues through concessions and advertising.

The bond market has noticed the changes. Last month, **Moody's Investors Service** upgraded MARTA bonds to Aa3, a rating that essentially put investors on notice that it considered the system's bond obligations of high quality and subject to very low credit risk.

The board responded to the upgrade by voting to refinance \$286 million in previously issued 30-year bonds.

Board Chairman **Robert Ashe** said the bonds were refinanced at an interest rate of 3.77 percent, about a half point below what MARTA officials had expected.

The lower rate will save the agency \$4.2 million, he said.

"The market believes MARTA is doing a good job," Ashe said.

The board also adopted a fiscal 2015 capital budget of \$470.1 million, including the installation of additional security cameras on buses and rail cars.

### Georgia lands grant to keep college students on track

The state will use a three-year, \$1 million grant to help guide Georgia college students toward graduation without getting sidetracked by unnecessary courses, Gov. **Nathan Deal** announced June 4.

Georgia was one of three states chosen to receive the money from the **Lumina Foundation** in partnership with **Complete College America**.

Studies show that one-third of students at four-year colleges do not graduate on time, Deal said during a news conference on the campus of **Georgia Tech**. In Georgia, the cost to taxpayers of students racking up excess college credits is more than \$126 million a year, he said.

"Students who take an extra year or more are less likely to graduate at all," Deal said. "This is something we cannot afford in Georgia."

**Hank Huckaby**, chancellor of the **University System of Georgia**, said the grant will help fund the next step in the Complete College Georgia initiative Deal launched during his first year in office in 2011 to increase the state's college graduation rate and help students get training in skills that match Georgia's workforce needs.

Under that next step, the Guided Pathways to Success initiative, advisers will help students develop structured degree plans aimed at avoiding unnecessary credits and, thus, keeping them on track to graduate on time.

"There are so many options [for students] that it's very confusing," Huckaby said. "What they need from us is better counseling and closer monitoring of their progress."

"Students will focus more on what they want to do with their lives rather than, 'What do I want to take this semester?'" said **Stan Jones**, president of Complete College America. "The real beneficiaries will be students and the state of Georgia."

### State awards contract for new testing system

The **Georgia Department of Education** has awarded a \$107.8 million, five-year contract to **CTB/McGraw-Hill** to develop a new testing system to replace two tests the state has been offering in grades 3-12.

Students will take the Georgia Milestones Assessment beginning with the upcoming school year. The new system will replace the Criterion-Referenced Competency Test now given in grades 3-8 and the End of Course Test taken by high school students.

The Georgia Milestones will be aligned to the state's Common Core performance standards, federal K-12 curriculum standards championed by the Obama administration after being developed by an education council working with the **National Governors Association**.

Increased expectations for student learning reflected in the new testing system may mean lower scores at first. In the long run, however, Georgia students will reap the benefits, state School Superintendent **John Barge** said.

"We need to know that students are being prepared, not at a minimum-competency level but with rigorous, relevant education, to enter the college, the workforce or the military at a level that makes them competitive with students from other states," he said.

The new testing system will include open-ended questions to better gauge students' mastery of the subjects they're being taught.

### Academics endorse state income tax freeze

Seventeen leading Georgia economists have endorsed a proposed constitutional amendment that would freeze the state income tax at the current 6 percent.



David Shafer

The Republican-controlled General Assembly approved the amendment, sponsored by Senate President Pro Tempore **David Shafer**, R-Duluth, during this year's legislative session.

Georgia voters will decide whether to ratify it in November.

"The most brilliant economists in the state have all validated what we instinctively know to be true," Shafer said June 10. "The certainty of low taxes will help spur jobs and get Georgians back to work."

The 17 economists represent The University of Georgia, Georgia Tech, Emory University, Georgia State University, Kennesaw State University, Georgia Southern University, Georgia College & State University, Columbus State University, Georgia Gwinnett College and Berry College.

## COVER STORY



PHOTOS/BYRON E. SMALL

# BUSINESS EMBRACES CITY'S NEWEST ATTRACTION

Center for Civil and Human Rights will boost conventions and tourism, serve as a forum for issues such as diversity, human trafficking and oppression

BY MARIA SAPORTA  
maria@saportareport.com

As the new **Center for Civil and Human Rights** prepares for its unveiling on June 23, it already is being woven into the business fabric of Atlanta.

Not only have businesses and foundations emerged as strong backers of the \$80 million destination, they also are exploring ways to leverage the Center for their own corporate purposes – from diversity training to human rights sensitivity.

Plus top economic development entities in Atlanta and the state are recognizing the tourism, convention and marketing benefits that are headed to town with the opening of the Center.

“Civil rights and human rights have always been inextricably linked to Atlanta and Georgia, and having a location now where we can anchor that part of our history will be a valuable addition to our state,” said **Kevin Langston**, deputy commissioner of the tourism division of the **Georgia Department of Economic Development**.

Langston said the state has been including the Center on international sales calls with tour operators, who are excited about having another attraction to offer visitors to Atlanta.

“We have brought a number of groups down to see it,” Langston said. “Folks are really excited about it. This will be a great addition.”

Building a Center for Civil and Human Rights always had been viewed as a way to bolster Atlanta’s attractiveness as place for conventions and tourism.

But the Center also has had a higher calling – to provide a safe place to discuss and try to resolve some of the most sensitive issues in the world today – whether it be human rights violations in Syria, the degradation of women and girls when it comes to human trafficking or the issues of oppression in certain countries.

“The Atlanta business community still maintains a very strong level of civic engagement, and Atlanta is still identified with issues of civil and human rights,”

Two upwardly sweeping panes of glass will welcome visitors to the Center, which is located in Centennial Olympic Park



said **Doug Shipman**, president and CEO of the Center for Civil and Human Rights.

“We have a lot of multinational companies based in Atlanta or doing business in Atlanta. They grapple with issues of diversity, human rights, gender and labor,” Shipman said. “I think the Center is a way for those companies to

express their values and also explore how they should function in the world. What the Center can do is help them explore how to deal with those issues.”

Several companies already have taken advantage of the Center’s expertise.

“The Center for Civil and Human Rights is more than bricks, mortar and

## ECONOMIC IMPACT

**More than  
400,000**

Annual visitors (projected)

**\$50 million**

Estimated annual economic impact

**700**

Construction jobs

**32**

Full-time employees

**300**

Volunteers

SOURCE: CENTER FOR CIVIL AND HUMAN RIGHTS.

exhibits,” said **Ken Cornelius**, president of the **Siemens Center of Competence for Cities**. “The Center’s experienced staff provides guidance, best practices and leadership to companies focused on promoting the power of diversity. We are proud of our partnership and encourage the corporate community to engage with Doug Shipman and his team.”

**Ed Potter**, director of Global Workplace Rights for **The Coca-Cola Co.**, said that the company has hosted annual conferences to address issues related to human rights for the past six years.

“It is a privilege to host our seventh conference at the National Center for Civil and Human Rights this September,” Potter wrote in an email. “The annual conferences have engaged the business community on topics such as forced labor, child labor and business and human rights. By hosting the conference at the National Center, we are able to weave civil and human rights into the fabric of the business community in Atlanta, the United States and around the world.”

## COVER STORY



Exhibits focus on the Civil Rights Movement and on human rights issues such as disability, immigration, women's and LGBT rights.



*“Civil rights and human rights have always been inextricably linked to Atlanta and Georgia, and having a location now where we can anchor that part of our history will be a valuable addition to our state.”*

**KEVIN LANGSTON**

Georgia Department  
of Economic Development

The conferences are sponsored by the **U.S. Council for Conference International Business**, the **U.S. Chamber of Commerce** and the **International Organization of Employers**, and participants will include business leaders from inside and outside the country.

Shipman said the Center has taken this a step further with the staff facilitating discussions in Atlanta and outside the state. It also is developing a speakers' bureau with various areas of expertise to deepen the engagement of the Center in the community.

“We want to create the right environment by which we explore these issues,” Shipman said. “It is not something that we built in as a huge revenue source in our business plan. Organizations and businesses have come to us. We see this as a way we can make a difference. It may become a real relevant part of our work going forward.”

The Center also is playing an important role in attracting major events and meetings to Atlanta. The **International Women's Forum** will meet at the Center later in the fall. Then in 2015, there will be the Nobel Peace Prize Laureate Summit and the **American Alliance of Museums**.

**William Pate**, president of the **Atlanta Convention & Visitors Bureau**, said the Center for Civil and Human Rights should translate into new business for Atlanta.

International visitors are especially

likely to be drawn to the Center, Pate said.

“Already the King Center is the No. 1 destination that international visitors want to see,” Pate said, adding that Atlanta can put together a “really nice travel package” that includes the new attraction with the King Center and the Carter Library.

Between 20 percent and 35 percent of the attendees to the city's largest conventions are international, and Pate said the ACVB has an opportunity to specifically target those attendees to come to the Center.

Other areas that the Center is expected to draw more business with is religious gatherings, family reunions and nonprofits that have an interest in issues related to civil and human rights.

“It's an important opportunity for the city,” Pate said. “It is another fabulous addition to our portfolio, and it is so close to Atlanta's history. We are going to book more business because of it. We are the No. 1 destination for African-Americans for tourism as well as the convention business.”

Shipman also believes the Center will serve as a gateway or jumping-off point for visitors to learn more about other significant sites, museums, destinations and academic institutions throughout Atlanta and Georgia with their own civil and human rights displays and resources.

**Ernest Greer**, the 2014 chair of the

## DESIGN AND CONSTRUCTION

- ▶ **WHO DESIGNED THE CENTER?**  
Phil Freelon, owner of the Freelon Group, Building Design Architect
- ▶ **WHO DESIGNED THE EXHIBITS?**  
George C. Wolfe, Jill Savitt, The Rockwell Group
- ▶ **WHO BUILT THE CENTER?**  
Gude Management Group

## EXHIBITIONS

- ▶ The Center features a continuously rotating exhibition of items from the Morehouse College Martin Luther King Jr. Collection, where visitors can view the personal papers and items of Dr. Martin Luther King Jr.
- ▶ **Rolls Down Like Water:** The American Civil Rights Movement Exhibition presents the modern American Civil Rights Movement of the 1950s and 1960s.
- ▶ **Spark of Conviction:** The Global Human Rights Movement Exhibition enables visitors to make connections to the world of human rights.

**Georgia Chamber of Commerce** and managing shareholder of **Greenberg Traurig LLP** in Atlanta, said the Center reinforces the story of Georgia's leaders willingness “to do the right thing” when it came to civil and human rights; and it is a reason the state has grown and prospered.

The new Center is an important way “to solidify Atlanta and this state as a leading voice on the issues of civil and human rights,” Greer said. “I have been proud to see the business community, local, national and international, embrace

this new endeavor and believe it sends a strong signal that our city and state is a place where all are welcome and where new ideas can take flight. That perception is critical as we work to maintain our status as the most globally competitive state in the nation.”

As chair of the Center's board, former Atlanta Mayor **Shirley Franklin** is especially proud that business and civic leaders came together to build the new destination – paying homage to Atlanta's city fathers who believed back in 1895 that it would be the crown jewel of the new South.

Atlanta continued to play its unique role of racial tolerance in the South during the Civil Rights Movement, a theme that will be incorporated in the Center's exhibits.

But Franklin said the Center's greatest contribution will be how it contributes to Atlanta's future.

“The Center seeks to be one of the places in the United States and the world where human rights issues can be discussed and understood by everyday people, leaders – young and old,” she said. “Many Atlanta-based businesses, like many U.S.-based businesses, operate globally and therefore, must think and act considering many cultures and traditions.

“The Center should be a safe place to discuss what is sometimes uncomfortable topics,” Franklin said. “The Center's board and leadership have worked hard to provide a unique place that celebrates Atlanta's history and uses it to expand the discussion and understanding of human rights.”



## TECH FLASH

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### ELECTRIC CARMAKER GROWING RAPIDLY

# Tesla puts 1st intown store in Decatur, eyes Buckhead for another

Silicon Valley-based **Tesla Motors Inc.** is accelerating its Atlanta expansion.

The automaker, which makes the all-electric Model S sedan, will put a store and service center at a former Isuzu dealership, 1580 Church St. The 18,000-square-foot dealership sits on 2.5 acres and is next to a BMW dealership.

It will be Tesla's second store in metro Atlanta and is expected to open in the fourth quarter.

"We open sales and service centers in areas where there is a high density of Model S and where we believe there will continue to be a strong market for our vehicles," Tesla spokeswoman **Alexis Georgeson** said June 9.

Metro Atlanta is a growth market for Palo Alto, Calif.-based Tesla (Nasdaq: TSLA). The automaker is said to have sold more than 500 of its sedans (that, fully loaded, top \$120,000) from its Marietta store.

The strong demand is not surprising.

Atlanta ranks No. 2 in electric vehicle registrations among major U.S. metropolitan areas, The Wall Street Journal recently reported, citing data from researcher **IHS Automotive**. While the share of electric cars in Atlanta is small – just 2.15 percent of registrations – it is more than five times the national average share of 0.38 percent.

Georgia offers an up to \$5,000 tax credit available to buyers of new zero-emission vehicles. The tax credit – among the richest in the country – coupled with a \$7,500 federal tax credit, has fueled electric vehicle adoption in the state. An attempt to sunset the state tax credit was defeated in the legislature earlier this year.

Even as Tesla builds out its Decatur store, the automaker is said to be eyeing Buckhead for a third site. The company is said to have considered **Lenox Square** and the planned **Buckhead Atlanta** shopping center.

Tesla sells its vehicles direct to consumers, avoiding the franchised dealer model. As a result, the automaker has run into a buzz saw of opposition in several states from franchised dealers, who view the direct-sale model as a threat to their business model.



SPECIAL

Atlanta ranks No. 2 among major metro areas for electric vehicle registrations.

Tesla is also investing in charging infrastructure in metro Atlanta.

The company plans to install several high-speed electric vehicle chargers referred to as Superchargers, at **Atlantic Station** – a retail, office and condo development in Midtown Atlanta. The Superchargers deliver 150 miles of driving range in 20 minutes, and a full charge (265 miles) in an hour. They work exclusively with Tesla's Model S and are free to use. Atlantic Station, which could become the Southeast's largest EV charging site, also plans to add Level 2 chargers (which deliver 25 miles of driving range per hour) and 110V outlets for trickle-charging.

Tesla is building a cross-country network of the chargers – an ingenious way of extending the 265-mile driving range of the Model S. In February, I made a 750-mile road trip from Atlanta to Miami with the help of three Superchargers along I-95.

The Decatur site was first identified by enterprising Tesla owner **David Brim** a few weeks ago.

"Today, I noticed a dumpster which required further investigation," Brim wrote on the Tesla Atlanta Facebook forum June 8. "Did not see any building permits or anything like that but the architectural drawings shoved in the door is all the proof I need."

#### Tech expansion

A Florida-based email and Web security Software-as-a-Service provider plans to open a software and engineering operation in Midtown Atlanta.

Gulf Breeze, Fla.-based **AppRiver LLC** software helps businesses secure email communications and provides malware protection. Launched in 2002, AppRiver serves more than 8.5 million mailboxes for nearly 47,000 businesses.

"We secure businesses from the cybercriminals – whether it's email, the network or the machines," AppRiver CEO **Mike Murdoch** said.

The company, which sells its service on a subscription basis, expects annual revenues to grow 22 percent to \$55 million this year.

AppRiver has leased about 3,000 square feet at Regions Plaza, which is adjacent to **Georgia Tech** and the Georgia Tech Information Security Center.

Mike Murdoch

The Atlanta office, which will employ about 15 to 20 over the next year, will primarily focus on software development and engineering, said Murdoch, an Atlanta native.

"There's plenty of available space in that building," Murdoch said. "We'll grow our office as warranted."

In addition to graduates from nearby Georgia Tech, Atlanta has a cluster of information security professionals, which offers a pool of skilled talent, Murdoch said.

Atlanta is also an "easy hop" to AppRiver's headquarters in the Florida Panhandle.

"We can make a day trip up there," Murdoch said. "It's a 45-minute flight."

#### Travelport floats IPO plan

Software company **Travelport Worldwide Ltd.** plans to raise up to \$100 million in an IPO.

The Atlanta-based company provides automated travel reservations for airlines, hotels, car rental companies, cruise lines and rail operators, with service to travel agencies in more than 145 countries.

It also runs most of the internal reservations and related systems used by carriers such as **Delta Air Lines Inc.** (NYSE: DAL), and connects airlines and hotel chains with online and traditional travel agencies.

"We aggregate travel content across approximately 67,000 travel agency locations representing 234,000 online and offline travel agency terminals worldwide, which in turn serve millions of end consumers globally," the company said in its filing with the Securities and Exchange Commission.

"In 2013, we created approximately 170 million individual travel itineraries, handled approximately 350 million segments sold by travel agencies, issued 120 million airline tickets and sold over 60 million hotel room nights and 76 million car rental days."

Travelport does not say in its filing what exchange its shares would be traded on, but says the stock symbol would be "TVPT."

Proceeds from the stock sale would be used to reduce debt.

In 2013, Travelport completed a refinancing that extended its debt maturities.

As of March 2014, its long-term debt was \$3.4 billion.

Travelport generated revenues of about \$2.1 billion in 2013, losing \$203 million. The company posted a similar loss in 2012, earned \$95 million in 2011, and posted losses for 2010 and 2009.

#### Civil War mobile tour

To mark the 150th anniversary of the Battle of Atlanta, **Emory University** will launch a self-guided mobile tour of battle-related sites throughout the city – with maps, historical information, photos and videos, and even parking suggestions for those who drive the route.

The smartphone-enabled tour provides GPS directions and mapping, historical information about each of its 12 stops, and multimedia content including video and historical images. The app can be accessed via a Web link, BattleAtl.org, and will go live by June 18.

– Editor David Allison contributed to this column.



SPECIAL

Tesla will put a store and service center at 1580 Church St. in Decatur.



# RESTAURANTS & HOSPITALITY

Reporter  
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## NEW OPPORTUNITY

# After 20 years, Ruth's Chris leaves Sandy Springs for Alpharetta

A longtime Sandy Springs steakhouse is relocating to Alpharetta.

After more than 20 years on Roswell Road, the owners of the **Ruth's Chris Steak House** in Sandy Springs are moving to a new spot.

The team – franchisees **Jim Brooks, Phil Brooks, Mark Oswald** and **Nancy Oswald** – have purchased a 2.3-acre site with a roughly 18,000-square-foot restaurant on Haynes Bridge Road in Alpharetta. The two-story structure was originally built as Rainwater Restaurant and includes banquet facilities and a brick wine room.

“This was an opportunity that we simply had to seize,” co-owner Jim Brooks said in an announcement.

The plan is to invest about a million dollars into renovating the building, said Nancy Oswald. The hope is to reopen this fall.

“It has been a wonderful 20-plus years in Sandy Springs, but the Haynes Bridge site offers the ability to be in a distinct trade area from our other three Atlanta restaurants with the bonus of unprecedented event space,” said co-owner Mark Oswald.

The Brooks and the Oswalds are the largest franchisees of the Ruth's Chris brand. The team has restaurants in Georgia, Alabama, South Carolina and Tennessee.

**Michael O'Donnell**, chairman and CEO of **Ruth's Hospitality Group Inc.**,



Harold  
Shumacher

in a statement, said he's confident the team will bring “passion and dedication to Alpharetta, ensuring guests have memorable dining experiences.”

**Harold Shumacher**, president of

**The Shumacher Group Inc.** in Atlanta, represented the buyer in the deal.

Steve Langford, investment sales vice president at Ackerman & Co., and Alan Shaw, senior landlord representative with The Shopping Center Group, represented the seller, J.D.F. Holdings LLC.

## Hotel industry at peak performance

The U.S. hotel industry is on fire.

According to new data from **PKF Hospitality Research LLC**, which has an office in Atlanta, average occupancy rates across the nation are expected to reach 63.6 percent this year.

That's higher than the pre-recession peak of 63.1 percent reported in 2006.

“The domestic hotel industry is operating at peak performance,”

**Mark Woodworth**, president of PKF



SPECIAL

Ruth's Chris franchisees (at right) Nancy Oswald, Mark Oswald, Jim Brooks and Phil Brooks are relocating their steakhouse in Sandy Springs to Alpharetta. The steakhouse will take the former Rainwater Restaurant on Haynes Bridge Road (at left).

Hospitality Research, said in a release. “We can stop using the term recovery. In 2014 and 2015, our firm is forecasting several all-time highs for some of the most important metrics in the hotel business.”

Another optimistic stat is that supply growth is expected to remain below the long-run average of 1.9 percent through 2016. With fewer new hotels coming into the market, operators may be able to increase average daily rates, resulting in robust revenue per available room (RevPAR) growth through 2016.



Mark  
Woodworth

## Tax changes for restaurants

The **Georgia Department of Revenue** has proposed new rules relating to how purchases and sales made by restaurants are taxed.

The changes follow a larger nationwide effort to clarify various terms such as “food ingredients,” “prepared food” and “food packaging,” all of which may be taxed differently.

“The changes are quite significant for the restaurant industry,” said **Julian Fortuna**, a tax attorney with Atlanta-based **Taylor English Duma LLP** who represents clients in the hospitality industry. “Many of the provisions contained in these new rules are going to benefit to the industry. Some will be detrimental.”

Among the new rules, restaurants will not be taxed on their purchases of disposable food packaging items such as containers, boxes and wrappers. They also won't be taxed on their purchases

of single-use items that are provided with meals to customers, such as utensils, straws and napkins.

Those changes could add up to significant savings for some restaurants. Another change requires restaurants to pay sales tax on any mandatory gratuities that customers are charged (such as 18 percent tips charged for large parties). This could end up costing restaurants money as did a similar change made by the IRS to the income tax treatment of such gratuities back in 2012, Fortuna said.

The Department of Revenue looks to adopt the new rules at a June 19 meeting. Comments are being collected until that date.

## New restaurant group

The team behind restaurants including The Big Ketch, Tin Lizzy's Cantina, Smoke Belly BBQ and Milton's Cuisine and Cocktails have formally launched a restaurant group called **Southern Proper Hospitality**.

“We see Southern Proper as our restaurant collection,” said **Chris Hadermann**, one of the three principals of the new restaurant group, along with **John “JP” Piemonte** and **Mike Evertsen**.

“What's exciting for us is having this opportunity in Atlanta to deliver what locals want,” he said. “Ultimately, we want to create future ‘institutions’ in the restaurant industry. It's not about being trendy or flashy. We're creating establishments that are timeless and personable so that we can turn customers into loyal, lifetime guests.”

**Guido Piccinni**, formerly of Pricci restaurant, will handle day-to-day operations, serving as chief operating officer.

Southern Proper plans to open two restaurants this September at the

Buckhead Atlanta mixed-use project: The Southern Gentleman and Gypsy Kitchen.

## Plan B Burgers

Connecticut-based **Plan B Burger Bar**, which emphasizes chemical-free meat, “natural boutique bourbon” and American craft beers, plans to open its first Atlanta location.

In addition to Atlanta, the company plans to open locations in Boston, Chicago and Washington, D.C.

Currently, there are Plan B restaurants in Connecticut and Massachusetts.

Plan B did not say when and where it will operate in Atlanta.

## U.S. LODGING INDUSTRY FORECAST PERFORMANCE (CHANGE 2013 TO 2014)

+1%  
Supply

+3.2%  
Demand

+2.2%  
Occupancy

+4.4%  
Average Daily Rate (ADR)

+6.7%  
Revenue per Available Room (RevPAR)

+12.5%

Net Operating Income (NOI)  
Source: PKF Hospitality Research LLC, June-August Hotel Horizons forecast report

# OPINION

## EDUCATION

# Business community should play a role in Atlanta Public Schools

In the summer of 2011, the Atlanta Public Schools (APS) looked very different than they do today.

The shadow of the cheating scandal loomed large over the system, and what was revealed in the early days of Erroll Davis' "60 day assignment" to lead our district was a chronically plagued district in dire need of attention and repair. Broken payroll systems, convoluted human resources processes and the absence of proper financial controls were problems compounded by a well-documented culture of fear and intimidation.

As a result, student achievement was dismal. Teachers and principals lacked the support necessary to do their jobs. Our students and schools were headed in the wrong direction, leading concerned parents, city leaders and all who love Atlanta demanding change.

*We have a big job to do but cannot do it alone. Education affects every single aspect of our lives; crime, poverty, development and job creation to name a few, and as such, this must be a citywide effort to improve outcomes for our students.*

Now, in the summer of 2014, in response to the demands of concerned citizens calling for improvement, things look very different.

We have overhauled our HR



*Courtney English is chairman of the APS Board of Education. He is a graduate of the Atlanta Public Schools, Morehouse College and Columbia University, and a founding teacher of BEST Academy.*

department to make it easier to recruit, retain and develop high-quality leaders.

We launched and recently expanded the Atlanta Virtual Academy to provide students the opportunity to learn at their own pace and utilize remediation tools as needed.

We are nearing the launch of two state-of-the-art career academies designed to equip students with the 21st-century skills employers are searching for in the new economy.

Thanks in large part to Erroll's leadership, the remarkable efforts of our teachers, principals and staff, and the grit and determination of our students and parents, we are making progress.

Student achievement and graduation rates are improving.

Fewer kids are dropping out of school.

And for the first time in a long time, Atlanta is beginning to outpace the state in student growth.

We have made progress. But rather than standing pat, we must press forward toward better schools and a brighter future for all Atlanta's students.

Every member of the APS board is committed to setting adult issues, politics and all else aside for the singular task of providing our kids with the education they deserve.

Working with parents, students, teachers and business leaders like Ann Cramer, Ernest Greer, Bill Rogers and Duriya Farooqui, we have hired a remarkable superintendent with an amazing track record in Dr. Meria Carstarphen.

And we are ready to get to work on behalf of Atlanta's kids.

Together, we will aggressively move to meet the needs of all Atlanta's students: Universal Pre-K, holistic wraparound services, and comprehensive and equitable pathways to college and career. We will also implement long overdue change that cuts red tape and bureaucracy by concentrating resources and autonomy at the school level.

In short, we will hire and support top-tier talent, unleash them to do good work for our kids and hold them accountable for results.

We have a big job to do but cannot do it alone.

Education affects every single aspect of our lives; crime, poverty, development and job creation to name a few, and as such, this must be a citywide effort to improve outcomes for our students. And we believe Atlanta's business community can and should play a role.

This is just the beginning. There is a long, difficult road between opportunity and reality. But the difficulty of the journey need not be an excuse for inaction. United by common purpose and shared aspirations, it is a road we can and must walk together for our kids.

It's time to start walking.

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On Atlanta Business Chronicle's website, we asked readers:

**MARTA is looking at aggressive new strategies to earn more from advertising, possibly including selling alcohol ads and station naming rights. Do you think MARTA should advertise alcohol?**

We got 404 responses:

**71.5%**

It's fine by me if MARTA advertises alcohol.

**28.5%**

There's no way MARTA should advertise alcohol.



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# STRATEGIES

Ideas for growing business

# Rewarding work

## EMPLOYERS ALTER WAYS TO PROVIDE REWARDS, INCENTIVES TO EMPLOYEES

BY KATJUSA CISAR  
Contributing Writer

**B**enefits specialist David Asbury can see two construction cranes from the window in his Buckhead office. If he leans up a little, he sees a third. A few years ago, there were none.

It's a heartening sight, but signs of the economic recovery are less obvious in his industry.

As the economy bounces back from the Great Recession, leaders in workplace rewards and benefits say thrift continues to guide their work – and they're not looking back. In many ways, the recession pushed businesses to streamline and improve how they reward and retain employees.



David Asbury

Asbury has been with **Northwestern Mutual** since the mid-1980s and has worked through several periods of

economic turmoil, including the pop of the dot-com bubble and the Great Recession.

"This last time was a lot more sobering," he said. "I think businesses had kind of gotten fat and happy in the 2000s."

Now the theme is "doing more with the same or less."

That doesn't mean there aren't some traditional signs of growth. Salary freezes are lifting, according to Asbury, and incentive travel is back up at **USMotivation**, the incentive, rewards and recognition company based in Sandy Springs.

Companies that restricted pensions, 401(k) plans and other traditional benefits during the recession are bringing them back selectively but are hesitant to make any promises of a payout 20 to 30 years from now, figuring it's better to deal "with dollars you know you have to pay today," Asbury said.

For all stripes of benefits, the tone has changed. The focus now is more holistic,

with consideration of effective communication, emotion, experience and individual performance.

"In the '90s, the opulence of incentive programs was somewhat ridiculous,"



Tina Weede

said Tina Weede, president of USMotivation. Now, creating a meaningful or special experience has taken the place of sheer opulence, particularly for incentive travel.

Some trips now emphasize giving back to a community, such as having participants build bikes for kids in Costa Rica, she said.

When it comes to recognition, "it's not back to the pre-2008 days," said Tom McMullen, the U.S. Reward Practice

Leader for **Hay Group**. Blanket reward systems based on corporate success are being replaced by more cost-effective targeted recognition, based on individual performance, and "using the full range of reward tools in an organization's toolbox." Increasingly, these include offering career development and creating a top-down culture of appreciation.

REWARD CONTINUED ON PAGE 34A



### ► CLOSER LOOK

- 11 percent of respondents regularly measure the ROI for reward investment; 48 percent say this will be a greater focus in the future.
- 67 percent anticipate a growing emphasis on the motivational value of reward programs, with decreasing emphasis on cost, fairness and external competition.
- 63 percent want career development opportunities to be the primary nonfinancial reward focus, over education, flexible work arrangements, work-life balance and meaningful job design.
- Respondents plan to double or triple communication to employees about reward benefits, with managers to lead the way.
- Top companies have more differentiation in performance ratings and the total rewards associated with them, with some employees receiving no base salary increases.

SOURCE: HAY GROUP'S 2013 REWARD NEXT PRACTICES SURVEY OF 303 SENIOR REWARD PROFESSIONALS

## STRATEGIES

# 'Unsocial' network sites for career networking

BY DANA MANCIAGLI  
Contributing Writer

Millions of employees today would like to network for their next career moves in private. A novel idea, yes?

That's how it used to be in the "old days" before LinkedIn, Facebook and Twitter. And now the pendulum is swinging back to more confidential, selective and strategic networking for career change.

LinkedIn is an incredibly powerful tool for connecting with hiring companies and recruiters. So are Facebook and Twitter. Even Facebook recognizes the trend toward more privacy, and CEO Mark Zuckerberg recently announced "Anonymous Login." It gives users the ability to avoid sharing any data already on Facebook with an outside app.

"Unsocial" networking enables selectivity and, yes, privacy. You may not want everyone to know your business or what you are targeting as your next career move. You may want to talk to specific people about certain issues rather than broadcast your queries and concerns across the Web. Additionally, you may want some private assistance or access to online networking groups and educational events.

My recommendation: Unsocial network sites should be an "and" not an "or"

to your full job search strategy. Sites like Netshare.com have built an unsocial network site for executives, whether they are in job search mode or not.

Unlike LinkedIn, which is akin to the hot new club where you want to be seen, Netshare, started in 1991, has created a smoke-filled back room where deals get done. Sure, you want the exposure of a big social network to build personal brand awareness, but the real networking goes on behind the scenes.

Kathy Simmons, CEO of Netshare, says, "There's an intimacy and a camaraderie that we cultivate, because true networking is about learning from one another, sharing leads and insights, and helping your peers, because you know they will help you in return."

To provide this membership-based experience, Netshare vets all the job descriptions it receives to make sure they are for real positions that suit its membership. Netshare has personal introductory calls, weekly career coaching calls, online networking groups and educational events for members only.

"While there is a place for the big, impersonal social networking arena like LinkedIn, it's hard to distinguish yourself among the LinkedIn masses in any way that promotes a sense of common



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purpose and mutual support," Simmons said. "That's why you want to be seen on LinkedIn, Facebook and Twitter, but you also want to find smaller, more targeted networks where you can actually interact, network, and get to know your peers."

Here are additional tips for confidential job searching:

- ▶ Do not use your work email address for job hunting. Use your personal account.
- ▶ Use your personal phone number for job hunting – not your work number.

▶ Don't use your employer's computers or phone system for any part of your job search.

▶ If you don't want your current employer to accidentally find your résumé when searching for candidates, post on job sites where you can keep your employer and contact information confidential.

▶ Schedule interviews at either the beginning or the end of the day or during your lunch hour. If you have vacation time you can use, schedule multiple interviews for the same day.

▶ Do NOT tell anyone at work that you're looking for a new job. A confidence shared is a confidence broken. There are no secrets!

▶ Be very careful what you post on social networking sites. Don't tell your Facebook friends or your LinkedIn connections that you're job searching. Don't tweet about your job search activities either.

Now that you've chosen to take control of your career and take the next steps, you need a good dose of privacy and confidentiality. Change your game and invest in the right "unsocial" networks to meet your job search and networking goals.

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## STRATEGIES

## HOW TO

## Find a commercial banker who adds value to your business

BY ANDY BIROL  
Contributing Writer

As long as capitalism survives in the United States, there will be bankers and business owners. Whatever the stage of the business cycle, one will need the other more. If bankers are lending freely, there's a good chance owners don't need to borrow (and the reverse is true).

While bankers and owners need and value each other, few supplier/customer relationships are as complicated and fraught with angst. Owners fret about the strings, bureaucracy and inattention accompanying the money they borrow. To many owners, loan officers are seen as temporary caretakers with neither the time (nor incentive) to understand their customer's business.

Conversely, every bank president I have met – in spite of his or her regulatory and lending constraints – insists they are the bank for business owners and direct their officers to make business loans. They lament over how over-banked and rate-driven their market is. And they are right that smaller businesses rarely understand the banking industry's approach to financial management, risk and working capital.

Small-business owners need bankers who will give them the financial expertise they cannot afford to develop internally. Here are my five key ways for you to bank on your banker:

### 1. ACCEPT IT'S THE BANK'S MONEY AND NOT YOURS

A bank's first obligation is to protect and control the depositors' money. Bankers often finance up to 50 percent of their client's balance sheets but only 10 percent of the business' costs. They can feel like they're more concerned with protecting a company's assets than the owners.



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So be a good customer. When you take their money, understand that paperwork and record-keeping is critical. Loan officers are evaluated first on how they protect the bank's money. Unlike other investors, they won't try to run your business as long as you do.

### 2. YOU ARE NOT A BANK'S CUSTOMER. YOU ARE ITS SUPPLIER

Think of yourself as the supplier (of a good credit risk) to your sales rep (the lender) who must sell it to his customer (the credit committee). This will help you set your expectations realistically.

The credit policy committee's decisions are based on the bank's overall

financial needs as often as they are on your creditworthiness. Don't take it personally when their decision appears to disregard the obvious. No aspiring lenders will jeopardize their career by going against credit policies of their employer.

### 3. BANK ON LOAN OFFICERS, NOT THEIR BANKS

Banks quickly copy each other's products and services. Your contact makes all the difference. When deciding on a banker, pick the individual who has substantial tenure and business acumen outside of banking. The best lender for your small business is rarely the hard-charging, promotable, fast-tracker. The tenured

expert who loves working with businesses is the far more valuable choice.

Unfortunately, the average banker covers more than 250 customers. It is harder to keep an eye on your business than to get you the lowest interest rate. If your business is so dependent on debt service that even a quarter-percentage point can make or break your company, don't blame this on your banker.

### 4. DON'T SETTLE FOR "SERVICE." DEMAND EXPERTISE AND ADVICE

If your banker is only a middleman and expeditor, that doesn't add value to your business. Worse yet, if you call your banker after months of not talking and frantically ask for an increase in your line of credit to make payroll, shame on you both!

Your banker should proactively ask open-ended questions, such as how will you make payroll if you lose an account or production capacity? Your conversation should lead you both to agreeing on an overall financial strategy and contingencies. Then you know you have the right banker.

### 5. BUY ON PRICE WHEN THE VALUE IS NOT AVAILABLE

If you can't get the expertise you need in a lender, then shop for the lowest rate. Think of your banking relationship as an "outsource-before-you-in-source" decision. As you grow in financial complexity and embrace the disciplines your lender taught you, hire a treasurer or chief financial officer with the expertise to bring your rates down.

Whether your business and personal philosophy is to borrow and leverage your balance sheet to success, or to pay-as-you-go (spending only cash to purchase assets) a banker will always be in your life.

## MAKING THE SALE

## Ways to use email more efficiently to close deals

BY TAWHEED KADER  
Contributing Writer

In order to successfully scale your business – whether it is a large enterprise or an early-stage startup – you need to have a well-oiled sales machine. The following three easy tips will ensure that your sales team is operating smoothly and eliminating needless busywork.

### 1. SAVE TIME ON EMAILS WITH THE POWER OF EMAIL TEMPLATES OR SHORTCUTS

You shouldn't be wasting your precious time writing or copying and pasting the same framework of a message over and over. You can make templates

as personal and particular as you'd like. If you're spending precious time on an amazing email, why not save it for future use with the click of a button? And just because it's pre-made doesn't mean you can't add to it. Throw in that inside joke or personal detail. Add as much as you want to the template you already made.

### 2. STREAMLINE YOUR FOLLOW-UP WITH A DRIP CAMPAIGN

About 80 percent of sales are made on the fifth to 12th contact. So don't be worried about reaching out more than once. People are busy and emails get deleted. They might be interested but just forgot to respond. We've found response rates to be

highest for the second and third message.

If your goal is to get a meeting with a prospect, schedule a series of three to five emails until you set up a call.

### 3. USE REAL-TIME INSIGHT TO SAVE TIME AND INCREASE YOUR SUCCESS RATE

Tracking the reaction time of leads can help you focus on the right leads at the right time. It can be the key to closing a deal. Think of it as warming up that cold call. Let's say you've just sent 50 initial emails to prospects. Why not start talking to the 20 people that have opened and clicked on your links?

Timing is crucial, and everyone's buying process is different.

Use the insight you have to time your email or phone call. Even if your lead hasn't replied back, you'll be able to track if they're working through the decision-making process by reviewing your email multiple times, flipping through your proposal or even forwarding it along to others.

Know when they're ready to chat. Let's say you sent an email a month ago and there wasn't much activity. If out of the blue they start opening and viewing it, it might mean they're ready to talk.

Your time is precious. Why waste it chasing down dead leads?

Focus your efforts and spend your time on your most engaged leads that are opening your emails.

# VIEWPOINT

## PLANNING AHEAD

# How good is your financial health really?

This year, I'm sure many of us made New Year's resolutions that have to do with improving our physical health. But it's just as important to get financially fit and a new Wells Fargo Financial Health study showed that's on the top of their mind for many Americans.

One-third of those surveyed said they're more concerned about their financial health than their physical health. Two in five not only said money is the biggest stress in their lives, but that they're more stressed about finances than a year ago.

The bottom line: They said talking about money is even more challenging than talking about religion, politics and personal health.

It's not surprising to me that people don't want to talk about money, investments and tax strategies. However, not thinking about the future could be costly in the long-run, whether it's delaying physical health or planning around your financial future. I think of personal finance in the same vein as my health. If I had health concerns, I'd head to a doctor or talk to a close friend or family member about it.

Talking about money, investments or even how much to put aside for a child's education is tough because it is so personal.

However, like physical health, we ignore financial health at our peril. Unfortunately, it seems that many may ignore it simply because they think that everything is going alright since they feel like they are good with their money.

Adults under age 50 attempt to stay positive at a time when economic and employment struggles are their reality.



Johannes H. Gerz-Escandón is vice president of Wells Fargo Institutional Retirement and Trust in Atlanta.

More than half of them (56 percent) tell us they are currently live paycheck to paycheck. We recognize that's a reality for many people as the not-quite-healthy economy lumbers along five years after the financial crisis hit. Wages haven't kept up. Job growth has come back, but not at levels to make a big impact.

Yet, about a quarter (24 percent) of those under 50 say they feel in "good" or "great" shape on their ability to retire comfortably. And, 78 percent of this group believes they are good at managing money.

Is this wishful thinking or American optimism shining through? I think some of the inconsistency comes with the longer time horizon. Once it's time for these folks to retire, they may presume the environment will be better. Paychecks will have bounced back and long-term savings will be at healthy levels.

Thinking back to physical health, I'd equate it to a runner with a race

one year from now versus one with a race next week. The runner not set to run until 2015 is going to feel better about his or her chances for a good race because of the time to train. The person running next week knows there are just a few sessions left to increase endurance and shave his or her time.

The good news is that people are more motivated around financial health than they are on physical health, but knowing the best approach can be a barrier. So what should you do?

## HAVE A CONVERSATION

Just as it's helpful to talk to friends and family about many topics, personal finance issues should be in the conversation as well. You may need to step back and think about your hopes and wants first. Talk with your close family members and friends and hear what their financial considerations are. Once you start the dialogue, you can begin to figure out the best course of action.

## GET A CHECK-UP

Just like that annual physical exam, there should be a routine financial fitness check-up. Do a personal assessment of your money and then a financial plan can be created and reviewed periodically. Think about your near-term and long-term savings goals and how you will help reach them.

Even if you hit a rough patch financially, remember it is important to think about the long-term view. It's hard to keep that in mind given the short-term focus in today's society, but it will help keep things in perspective.

## STICK WITH THE PLAN

Since you've now spent the time to put a plan in place, be serious about holding yourself to it. Many of us have seen the importance of sticking to a plan when it comes to our physical health.

Making concrete appointments with ourselves to work out at the gym or run miles pays off with results over time. Following a plan requires small steps toward the goal of better health – one workout or one 401(k) contribution increase at a time.

## USE THE TOOLS

There are a ton of resources out there to guide you, whether you are a do-it-yourself type or seek the guidance of an adviser. Whether it's helping someone save for college, purchase a home or retire comfortably, we have several tools for all ages to help keep you in shape and confident.

Some of my favorites include My Financial Guide and My Retirement Plan, which provide a realistic savings plan tailored to you. I find it's helpful to talk to friends and family about personal finance issues and I enjoy learning from others through the Beyond Today retirement blog, which offers financial perspectives for life. Whether you use resources from your bank/adviser or others, just find the ones you like best and use them.

So remember, financial health is as important as physical health. And it causes even more stress.

Are you feeling financially fit and happy?

REWARD CONTINUED FROM PAGE 31A



Tom McMullen

The health and happiness of an organization's workforce starts from the top, McMullen said. A checked-out workforce can usually be traced back to senior managers who don't care and people managers

who are kept out of the loop.

"It's a spiral downward," McMullen said. The biggest distinction between the best companies and average companies comes down to having managers "who are connected and aligned" with the direction of the organization.

This organizational trickle-down effect is particularly true of wellness programs, according to Steve Fallon, president of **Fallon Benefits Group Inc.**, an employee benefits brokerage and consulting firm



Steve Fallon

in Buckhead that made Atlanta Business Chronicle's 2014 list of Atlanta's Healthiest Employers. "If the CEO is sitting in their office, smoking and overweight," it doesn't bode well for the company's health

as a whole, Fallon said.

Connecting employee engagement with the bottom line may finally be getting the attention of C-suite leaders, Weede said.

Employee disengagement is one of the biggest financial drains on companies, with a recent Gallup poll estimating the national cost of disengagement at hundreds of billions of dollars annually. Now, touchy-feely ideas about engagement that seemed "silly" to top leadership six or seven years ago – such as the importance of gratitude and having friends at

**"When you own part of a company, you can't help but act like an owner."**

**STEVE FALLON,**  
Fallon Benefits Group Inc.

work – are being taken seriously.

Engagement ultimately is about shared goals, investment in the success of the community and "the emotion of why they're doing" the work, Weede added.

Critical to this new focus on engagement is having human resource leaders sitting at the table with organizational leadership, Fallon said. For companies unable to afford pay increases, Fallon suggests lower-cost benefit options, such as granting time off, allowing flexible work schedules, creating a robust wellness program and offering shared equity in the company.

"When you own part of a company, you can't help but act like an owner.

You're going to have pride in the company," he said.

When it comes to retention, one low-cost tactic Fallon and others suggest is as simple as communicating more and putting down on paper a summary of each employee's benefits.

Like a bank statement, total reward statements spell out each employee's total benefits from working with a company, including salary, 401(k) contributions, vacation time and subsidized health care. It can make leaving for the company down the street that pays \$3,000 more in salary – but gives fewer other benefits – look less attractive, Fallon said.

In addition to benefit statements, Asbury also sees companies creating "benefit committees," a group brought together from a cross-section of employees, with a purpose of discussing company benefits and finding ways to share and explain them to the wider workforce.

What this gets across is simple but can be powerful, he said: "We're in this together."



## WINNING AT WORK

Connie Glaser is one of the country's leading experts on leadership and communications. Her best-selling books have been translated into more than a dozen languages. A dynamic speaker at corporate and business events, contact her at [www.connieglaser.com](http://www.connieglaser.com).

✉ [CONNIE@CONNIEGLASER.COM](mailto:CONNIE@CONNIEGLASER.COM)

### GROWTH STRATEGIES

# Helping women to decode “The Confidence Code”

Back in 2008, Katty Kay and Claire Shipman combined their journalistic skills to write the best-selling book “Womenomics,” which illustrated how companies benefit when women are included as part of a firm’s management structure.

Both authors are highly accomplished and well-educated media stars who also happen to be wives, mothers and residents of the nation’s capital. Kay is the Washington, D.C., anchor for BBC World News America, and Shipman is a correspondent for ABC News and “Good Morning America.”

Their new book, “The Confidence Code: The Science and Art of Self-Assurance – What Women Should Know” is a thorough examination of the surprising discovery that when it comes to female achievers, confidence seems to be the one thing that is in woefully short supply.

In their words, “It isn’t that women don’t have the ability to succeed; it’s that we don’t seem to believe that we can succeed, that stops us from even trying. Women are so keen to get everything just right that we are terrified of getting something wrong. But, if we don’t take risks, we’ll never reach the next level.”

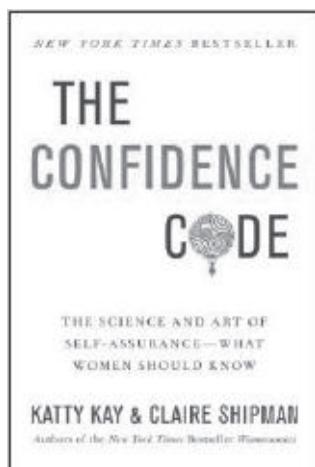
The reason this “confidence gap” is so important is that during their extended research process, the authors discovered that success often has far more to do with confidence than with competence. Unfortunately, females tend to focus

much more on being competent, while males seem to have a natural “bravado advantage.”

An interview with Mike Thibault, an NBA scout and WNBA coach, revealed that when it comes to male and female basketball players there are some obvious mental differences. And the primary “psychological impediment” that directly affects his female players is their propensity to dwell on failure and mistakes. According to Thibault, players like Michael Jordan “have an ability to get restarted more quickly. They don’t let setbacks linger as long. And the women can.”

Obviously, a male’s ability to shrug off an upsetting event or a failure can be a great asset in the business world. And the book suggests that women in the workplace can benefit by first learning from their mistakes, and then quickly adopting a “Let It Go” mentality when it comes to disappointing situations.

The authors met with Christine Lagarde, the first female head of the International Monetary Fund. Lagarde confessed to Kay and Shipman that she shared a weakness with German Chancellor Angela Merkel. Both of these



world-famous high achievers still worry about “being caught off guard.”

In Lagarde’s words, “When we work on a particular matter, we will work the file inside, outside, sideways, backwards, historically, genetically and geographically. We want to be completely on top of everything and we want to understand it all and we don’t want to be fooled by somebody else.

It is part of the confidence issue to be overly prepared.”

She admitted that working so hard to avoid mistakes is very time-consuming.

A recent study at the University of California at Santa Barbara discovered that men consistently overestimated their abilities and performance while women routinely underestimated both. And a similar study at Yale revealed that when MBA students began plotting their careers, female students frequently assumed that they wouldn’t get the most prestigious jobs. But their male counterparts seemed to feel “that they’re awesome and think ‘Who wouldn’t want me?’”

In the workplace, this “stereotype threat hesitation” becomes even more pronounced.

At Hewlett-Packard, a study revealed that women employees would apply for a promotion only if they felt they met 100 percent of the qualifications necessary for the job, while their male peers felt that 60 percent would be enough. The authors remind us that this is an example of how women feel confident only if they are perfect – or “practically perfect.”

Obviously, confidence is the stuff that allows us to turn our thoughts into action. And while it seems that women have historically had less confidence than men, this important book is valuable for anyone – male or female – who wants to close the door on personal insecurity.

Perhaps the most valuable insight that Kay and Shipman give their readers is the suggestion that there is a “third way” to express confidence.

The first is testosterone-fueled bravado, the second is an internal wrestling match that prompts self-doubt to morph into silence, but the third combines action, nerves and vulnerability with elegant self-assurance.

The lesson is that we all need to take risks, to listen, to accept criticism, and learn how to be comfortable with our skills and talent. After all, both confidence and success come from learning how to play to your individual distinctive traits and values.

### TIME MANAGEMENT

# Ways to manage your electronic calendar so it doesn’t manage you

BY ANNE ZACHARIAS  
Contributing Writer

According to Deloitte’s 2014 Human Capital Trends Study, one of workers’ biggest challenges today is handling the flood of information – texts, tweets, emails, meetings and conference calls. Deloitte dubs this pressing issue, “the overwhelmed employee.”

In conjunction, a major stressor for white-collar workers is loss of control over their time. With shared calendars, it’s not unusual for associates to lose large chunks of precious time each day to appointments set by others.

Fortunately, even in today’s connected world, it’s possible to regain control of time by applying two key principles to your electronic calendar.

Schedule anything that takes 20 minutes or longer as an appointment – meetings, conference calls, client calls.

Block out time to work on your own assignments by scheduling them as

appointments with YOURSELF. These are the most important appointments, because this is where your REAL work gets done.

These guidelines allow you to stay on top of your key appointments and give you time to complete important projects. Trying to squeeze complex tasks in between appointments is futile and frustrating. According to Tom DeMarco, co-author of Peopleware, it takes 25 minutes to refocus on a project after an interruption. So be sure to schedule adequate time to focus and complete your task in a thoughtful manner.

Once you’ve set your appointments, use these tips to better manage your calendar.

**1.** Set your system to open to your calendar – This allows you to preview your day before you get sucked in to email.

**2.** Leave your email program and your system’s file manager



SHUTTERSTOCK

open – This enables you to move quickly between the programs you use most often.

**3.** State the appointment subject clearly in your calendar – This prevents recall issues at a later date.

**4.** Record relevant notes in the appointment’s text box – This gives you access to all the information you need for a specific appointment with one key stroke.

**5.** Use reminders for notification of upcoming events – This allows time to prepare for meetings and appointments.

**6.** Set recurring appointments – This provides one-step scheduling for repeated events ranging from weekly meetings to birthdays and anniversaries.

**7.** Leave up to 20 percent of your calendar open – This gives you the flexibility to respond to unexpected events without the entire day falling apart.

**8.** Set your default mode of your shared calendar to “busy” – This gives you control over whether you want to set an appointment.

Taking charge of your electronic calendar puts you in control of your most precious commodity – time.

## PEOPLE ON THE MOVE

## ► Banking

**Brandi Burgess**

Brandi Burgess has been promoted to branch manager of the Cumming branch for Bank of North Georgia.

**Vicky Bailey**

Vicky Bailey has been hired as branch manager of the Johns Creek branch for Bank of North Georgia.

## ► Board

**Dawnita McCain**

Dawnita McCain has been named to the board of directors for the Georgia Partnership for Excellence in Education.

**Richard Hines**

Richard Hines, partner in Nelson Mullins Riley & Scarborough LLP, has been appointed to the Board of Visitors for the Virginia Military Institute.

**Heather Miller**

Heather Miller has been elected to serve as chair of the Board of Directors for the Women in the Profession Section of the Atlanta Bar Association.

## ► Education

**Trisa Long Paschal**

Trisa Long Paschal has been named vice president for institutional advancement and university relations for Clark Atlanta University.

**Maha B. Lund**

Emory University School of Medicine has appointed Maha B. Lund as director of its physician assistant program.

**Gideon Lee**

Gideon Lee has joined Foresite Group Inc. as a project analyst.

## ► Engineering

**Spencer Phillips**

Spencer Phillips has joined CRB Consulting Engineers Inc. as a project manager and senior electrical engineer.

**Hill Baughman**

Hill Baughman has joined Burns & McDonnell as a civil engineer in the firm's water practice.

## ► General

**Jonathan J. Hunt**

Jonathan J. Hunt has joined MARTA as chief of corporate law and real estate.

**Madison Hanscom**

Madison Hanscom has joined the Burknett Leadership Group for a summer internship.

**Tenera McPherson**

Tenera McPherson has been named director of recruiting for Staffing One Inc.

**Gregory Riggs**

Novateur Partners LLC has added Gregory Riggs as a principal to its leadership team.

## ► Government

**Tiffany Irene Smoot**

Tiffany Irene Smoot has been promoted to communications specialist for the Georgia Department of Labor.

## ► Hospitality

**Tracy Lott**

Tracy Lott has joined Zoo Atlanta as vice president of marketing and membership.

## ► Hospitality

**Drew Kirkland**

Drew Kirkland has joined the team of chefs at Proof of the Pudding as executive chef.

**Larry Larsen**

Larry Larsen has been promoted to assistant vice president of operations for Proof of the Pudding.

**Alexandra Barden**

Alexandra Barden has joined Proof of the Pudding as an account executive.

## ► Law

**Latoya Brisbane**

Latoya Brisbane has joined Holland & Knight LLP as an associate.

**Susanna King**

Susanna King has been named a partner with FisherBroyles LLP.

**Dolph Winders**

Dolph Winders has been named a partner with FisherBroyles LLP.

## ► Real Estate

**Karen Reichert**

Karen Reichert has joined Ashton Woods Homes as marketing manager.

## ► Achievements

**Terry Bozeman**

Terry Bozeman, assistant professor of English at Georgia Perimeter College, has been selected as a 2014-15 Governor's Teaching Fellow.

## ► Achievements

**Jim Hansberger**

Jim Hansberger, managing director with Morgan Stanley Wealth Management, has been named to Barron's annual list of America's Top 100 Financial Advisors.

**Deborah Howard**

Deborah Howard, a financial adviser for Merrill Lynch in Atlanta, has been recognized on Barron's Top 100 Financial Advisors list.

**William Newcomb**

William Newcomb has been selected to participate in the 2014-2015 American Bar Association Tort Trial and Insurance Practice Section Leadership Academy.

**Bonnie Buol Ruszczyk**

Bonnie Buol Ruszczyk, president of bbr marketing, was honored by the Association for Accounting Marketing as Volunteer of the Year.

## ► Honors &amp; Awards



This year's honoree for the Marcus Jewish Community Center of Atlanta's MJCCA BB&T Harry Maziar Classic golf tournament is Doug Hertz, president and CEO of United Distributors, for his dedication to Atlanta's vibrant Jewish community. Shown are Harry Maziar, tournament co-chair Howard Halpern, Doug Hertz and tournament co-chair Ron Brill.

## ► HOW TO SUBMIT

**SEND US YOUR PEOPLE**

The Atlanta Business Chronicle accepts People on the Move submissions online at [www.AtlantaBusinessChronicle.com/potm](http://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 jpeg photo attachment (see requirements online) of the person, along with company contact name and phone number in case additional information is needed.

## PEOPLE ON THE MOVE

# Epsten a catalyst for Atlanta's green building movement

BY DOUGLAS SAMS  
dsams@bizjournals.com

When Dagmar Epsten arrived in Atlanta in the 1980s, it was a culture shock.

Epsten was used to walking and biking for almost everything she needed to do in her native Germany, where land development patterns preceded the automobile.

The same could not be said for Atlanta, a city whose history was rooted in railroads but whose growth accelerated in the second half of the 20th century. Atlanta land development patterns almost always catered to the automobile.

As she was completing her master's work at **Georgia Tech**, the differences between Atlanta and the other international cities she visited became frustrating.

"It was definitely difficult to get around in Atlanta without a car," Epsten said. "By then I was already interested in environmentally sound design and development. I had to send a message that we could build in a better way."

That wasn't going to be easy in Atlanta, a region ridiculed for sprawl.

Now, 30 years later her Atlanta-based firm, **The Epsten Group Inc.**, is an international leader in green construction, and changing attitudes about sustainable development across the metro region.

In Atlanta, **AIG** used Epsten Group as a consultant for three office towers it developed with Jim Jacoby's **The Jacoby Group** overlooking the Downtown Connector at 17th Street, the site of an abandoned steel mill. Today it's a bustling mixed-use project known as Atlantic Station.

Georgia Tech hired Epsten Group as a consultant on several of its buildings, including those that make up Technology Square, a three-block development in Midtown where students and professionals live and walk to work and classes.

Sustainable projects emphasize energy and water conservation, but they are also more widely associated with the desire to improve quality of life. In real estate, the push for sustainability is embodied by the **U.S. Green Building Council** and its Leadership in Energy and Environmental Design (LEED) program.

Portland, Seattle and San Francisco come to mind first as America's greenest cities.

Surprisingly, although criticized as a region for haphazard development, Atlanta is also a top 10 city ranked by its number of LEED-registered and certified projects, according to the U.S. Green Building Council (2012).

Epsten has done her part to help achieve that ranking.

The Epsten Group is one of the world's leading companies for reviewing the certification necessary for projects to achieve



Dagmar Epsten and her company have been leaders in sustainable construction.

LEED designation. It's done reviews of more than 6,700 projects in 50 countries.

In Georgia, her firm developed two of the state's 10 LEED Platinum projects, and it's seeking an additional LEED-Platinum designation on another. Platinum is the highest possible designation provided by the U.S. Green Building Council.

Her work has been a catalyst for the revitalization of the Edgewood Avenue area in the historic Old 4th Ward. Her firm's – and the city's – first LEED-Platinum project involved a major renovation and addition at 427 and 429 Edgewood avenues, home of Epsten Group's former offices. It's now leased to **Joystick Gamebar**.

The second LEED Platinum project involved "The Edge," a building at 399 Edgewood Ave. that now serves as Epsten Group's headquarters.

City leaders have praised Epsten.

In 2013, the headquarters building was one of just 20 Atlanta properties to meet the goals of the Atlanta Better Buildings Challenge ahead of schedule. The program, embraced by Mayor Kasim Reed,

aims to achieve 20 percent reductions in energy and water consumption over the next six years.

Epsten is also one of the nation's first LEED Fellows – and the first in Georgia – a designation that recognizes her contributions to the sustainable building industry.

Her work is part of a movement in real estate design and development that believes successful projects are about more than a robust returns on investment. It appreciates how architecture and development affect the way people live and work.

"We can integrate LEED into an overall effort to improve the quality of life, including this country's health issues," said David Freedman, director of the U.S. Green Building Council, Georgia chapter. "[Dagmar] has certainly recognized that."

One way is to get out of the car and walk to work or the store or a restaurant – commonplace in older cities, but newer to the Sun Belt region.

A report last year from land-use strategist Chris Leinberger found that this was

## DAGMAR EPSTEN

**Born:** Karlsruhe, Germany

**Lives in:** Atlanta, Candler Park neighborhood

**Age:** 57

**Current job:** Owner, The Epsten Group Inc.

**Previous jobs:** Staff energy engineer at Newcomb & Boyd, then intern architect at Sizemore Floyd Architects, then intern architect at Gruber & Associates. Then associate at Preston Sturgis Associates, then partner in Sturgis Epsten Architects.

**Education:** Diploma Engineer (Diplom-Ingenieur) in Architecture from University of Karlsruhe (now Karlsruhe Institute of Technology – KIT); master's of architecture, Georgia Tech

**Family:** Husband, Chip Epsten (composer and violinist), married 29 years.

**Hobbies:** Urban outings (walking – performances – dining), traveling, exercising (yoga, strength training, aerobic step classes)

changing in Atlanta. More office and residential development was happening in walkable urban districts.

Other projects reinforced the commitment to transit alternatives. The **Atlanta Streetcar** will provide more east-west connectivity across the city and eventually link with the Beltline, a 22-mile loop of abandoned railroads around the city that's being repurposed into a network of trails and parks.

Buckhead, historically the most suburban of the intown business districts, is adding green space.

And, for the first time, **MARTA** plans to build high-rise mixed-use projects over the transit authority's urban train stations.

Epsten has been a catalyst for these changes.

"She is tremendous influence on the city," said Alan Wieczynski, chair of the executive committee of the U.S. Green Building Council, Atlanta.

"I feel like we have accomplished a lot," Epsten said. "But, we also still have the energy to accomplish even more."

## CALENDAR

16 JUN

**Understanding Digital Revenue Streams in Music**

6 p.m.-7 p.m. 887 West Marietta St. N.W., Atlanta. This seminar will provide context for digital revenue streams, including a definition of relevant terms and a

breakdown of royalties and licensing. <http://glarts.org> FREE

**Gwinnett Small Business Week:** In celebration of Small Business Week, the Gwinnett Chamber has developed a weeklong calendar of events focusing specifically on helping small-business owners succeed. For more information, visit [www.gwinnettchamber.org](http://www.gwinnettchamber.org).

17 JUN

**WebRTC IV Conference and Expo:** Through June 19. 9:30 a.m.-6 p.m. 2 Galleria Parkway, Atlanta. Learn how WebRTC will transform communications and create revenue opportunities for

individuals and companies poised to integrate WebRTC capabilities into websites, games, enterprise business plans and more. [www.webrtcworld.com/conference/east](http://www.webrtcworld.com/conference/east)

**Small Business Workshop:** 8:30 a.m.-10 a.m. Gwinnett Chamber of Commerce, 6500 Sugarloaf Parkway, Duluth. Learn how to get big trade show results with a small business budget. 770-232-3000

**Atlanta Independent Women's Network:** 6:30 p.m. Druid Hills Golf Club, 740 Clifton Road N.E., Atlanta. 5 Wise Women: Secrets to Polishing Your Shine. [www.aiwn-atlanta.org](http://www.aiwn-atlanta.org)

**Georgia Council for International Visitors:** 6:30 p.m. Ammazza, 591 Edgewood Ave., Atlanta. We are hosting five visitors from Germany, Malta, Slovenia, Spain and Sweden. Their program focus is on U.S.-European security issues. Contact [Farah@gciv.org](mailto:Farah@gciv.org) if you have any questions. \$25 members, \$35 nonmembers

**Become a Tech Savvy Small Business Owner:**

10 a.m.-1 p.m. SBA Georgia District Office, 233 Peachtree St. N.E., Suite 1900,

Atlanta. This introductory workshop will describe the importance of having a Web presence for your small business. We will discuss Internet strategies, review key elements of effective Web design, Web development and how to measure results. 404-331-0121. \$50

18 JUN

**Atlanta IT Leadership Dinner:** 6 p.m. Canoe Restaurant and Patio. Join Secure-24 and EMC to discuss the risks and rewards of IT transformation. [www.secure-24.com/resource/atlanta](http://www.secure-24.com/resource/atlanta). Email [events@secure-24](mailto:events@secure-24) to be added to the attendee list. FREE for executives and IT decision-makers

**Executive Speaker Series Luncheon; Common Core and Georgia Education:** 11:30 a.m.-1:30 p.m. DeKalb Chamber of Commerce, 125 Clairmont Ave., No. 235, Decatur. Panelists will be Allene Magill, Ed.D., executive director of the Professional Association of Georgia Educators, and Ann Cramer, senior consultant of Coxe Curry & Associates. \$35 members, \$45 nonmembers

**Northwest Cobb Area Council:** 7:30 a.m.-9 a.m. 1400 Marietta Country Club Drive, Kennesaw. Join us for a special presentation featuring Earl Ehrhart of Lake Point Sports! [www.cobbchamber.org](http://www.cobbchamber.org) Members \$20, nonmembers \$30

**Small Business Week Special Event-How to Do Business With Gwinnett County:**

8 a.m.-noon. UGA Campus, 2530 Sever Road,

Lawrenceville. The purpose of this educational event is to enlighten small business suppliers of goods and/or services, on how to find opportunities and effectively conduct business with Gwinnett County. [www.gwinnettchamber.org](http://www.gwinnettchamber.org)

19 JUN

**Atlanta Press Club:** 11:30 a.m. registration, noon lunch and discussion, The Commerce Club, 191 Peachtree St. N.E., Atlanta. Former CNN President Tom Johnson will lead a conversation with Margaret Sullivan, public editor of The New York Times, and Alex Taylor, executive vice president of Cox Enterprises. RSVP by calling 404-577-7377

**"State of the Challenge" Panel and Networking Reception:** 4 p.m.-7 p.m. Atlanta History Center. The panelists and attendees will represent some of the most influential stakeholders in the Atlanta Better Building Challenge, discussing the progress of the Challenge and implementation strategies of energy- and water-saving initiatives. Contact Shelby Buso of Central Atlanta Progress, 404-658-5992

**Summer BASH (Business & Social Hour):** 5 p.m.-7 p.m. 1267 Southlake Circle, Morrow. The event will feature business networking, great food and fantastic door prizes. FREE for members, \$15 nonmembers

**TAG North Metro June Luncheon:** 11:30 a.m.-1:30 p.m. Pampas Steakhouse, 10970 State Bridge Road, Johns Creek. Featuring Tom Money, executive vice president and chief operating officer at Kauffman Tire. [www.tagonline.org](http://www.tagonline.org)

**Atlanta Technical College Business & Industry Breakfast:** 7:30 a.m. Denard Conference Center on the Atlanta Technical College campus. Keith Parker, general manager and CEO of MARTA, is the

20 JUN

**Mini Business Plan Workshop:** 9:15 a.m.-11:45 a.m. 240 Interstate North Parkway, Atlanta. Participants will learn the key components of an effective and meaningful business plan. This plan is a condensed version of a more traditional detailed business plan. <http://atlanta.score.org> FREE

23 JUN

**Clayton County Chamber of Commerce Membership Open House:** 3 p.m.-4 p.m. 2270 Mount Zion Road, Jonesboro.

Learn how to get the most of your chamber membership. Whether you are a new member or a long-standing member, this orientation will provide you with valuable information. 678-610-4021

**Roswell United Methodist Church Job Networking:** 12:30 p.m.-9 p.m. Roswell United Methodist Church, 814 Mimosa Blvd., Roswell. More than 25 workshops designed to fine-tune your image and skills to land the right job. This program is open to all. [www.RUMCjobnetworking.com](http://www.RUMCjobnetworking.com)

24 JUN

**NAWBO Atlanta:** 5:30 p.m. Ocean Prime, Buckhead, 3102 Piedmont Road N.E., Atlanta. Join the National Association for Women Business Owners for one of its signature networking mixers. Call Julie Marino at 678-534-8092 with any questions.

**Georgia Association of Business Brokers:** 10:30 a.m.-noon. South Terraces Conference Center, 115 Perimeter Center Place, Atlanta. Cox marketing consultant Rutland Walker will discuss how to effectively market in a social media-saturated environment. For more information, contact C. David Chambless at 404-627-4454.

**DeKalb County School District:** 4:30 p.m.-6:30 p.m. 1701 Mountain Industrial Blvd., Stone Mountain. Meeting to discuss the Consolidated Local Education Improvement Plan and ESEA Flexible Learning Program. For additional information, call 678-676-0329.

TO THE POINT

"For 57 years, Windham Brannon has been proud to call Atlanta home and is fortunate to have served many of the amazing individuals and businesses who make this city great. For 35 of those years, Atlanta Business Chronicle has been the leading source for breaking stories and industry trends in the Atlanta business community. Their readers are our clients and prospective clients. Our relationship with the paper goes beyond just advertising. They have proven to be a strategic partner helping us to align our business goals to maximize reach and exposure."

**David Kloess**  
President & CEO  
Windham Brannon

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# LEADS

Information to build your business

## ▶ The Courts

## ▶ Bankruptcies

### NORTHERN DISTRICT OF GEORGIA

#### ATLANTA DIVISION Chapter 7

**Mall of Sugar Hill Inc.**, 2535 Hickory Grove Road, Acworth 30101; Assets, \$500,001 to \$1,000,000; Debts, \$500,001 to \$1,000,000; Major Creditor, NA; Secured, NA; Unsecured, NA; Attorney, pro se; Judge Hagenau; case No. 14-60398, May 29.

**Culpepper & Culpepper Inc.**, 734 Garner Road, Lilburn 30047; Assets, \$0; Debts, \$111,848; Major Creditor, James Michael Culpepper, \$31,809; Secured, \$18,228; Unsecured, \$93,620; Attorney, Curt B. Thompson; Judge Ellis-Monro; case No. 14-60405, May 29.

#### Chapter 11

**New Jerusalem Holiness Church Inc.**, 5721 Miller Grove Road, Lithonia 30058; Assets, \$100,001 to \$500,000; Debts, \$500,001 to \$1,000,000; Major Creditor, NA; Secured, NA; Unsecured, NA; Attorney, Kenneth Mitchell; Judge Murphy; case No. 14-60316, May 28.

**Prince Tucker Inc.**, 1622 Barrington View, Stone Mountain 30087; Assets, \$500,001 to \$1,000,000; Debts, \$50,001 to \$100,000; Major Creditor, NA; Secured, NA; Unsecured, NA; Attorney, Kenneth Mitchell; Judge Sacca; case No. 14-60402, May 29.

**Tucker & Sons Inc.**, 1622 Barrington View, Stone Mountain 30087; Assets, \$1,000,001 to \$10,000,000; Debts, \$1,000,001 to \$10,000,000; Major Creditor, NA; Secured, NA; Unsecured, NA; Attorney, Kenneth Mitchell; Judge Sacca; case No. 14-60507, May 30.

**The Bookhouse Group Inc.**, 2166 Conyers St. S.E., Covington 30014; Assets, \$18,803; Debts, \$366,137; Major Creditor, Taylor Specialty Books, \$96,513; Secured, \$41,367; Unsecured, \$324,769; Attorney, Paul Reece Marr; Judge Mullins; case No. 14-60536, May 30.

**Seasons Promenade LLC**, 5409 Saint Lyonn Place N.E., Marietta 30068; Assets, \$1,000,001 to \$10,000,000; Debts, \$100,001 to \$500,000; Major Creditor, NA; Secured, NA; Unsecured, NA; Attorney, John L.G. Herbert Jr.; Judge Diehl; case No. 14-60637, May 31.

**Mae T. White DDS PC**, 2291 Fairburn Road S.W., Atlanta 30331; Assets, \$100,001 to \$500,000; Debts, \$100,001 to \$500,000; Major Creditor, NA; Secured, NA; Unsecured, NA; Attorney, John A. Christy; Judge Bonapfel; case No. 14-60706, May 31.

**MBE Charleston Square LLC**, 2310 Woodland Lake Walk, Snellville 30078; Assets, \$1,000,001 to \$10,000,000; Debts, \$1,000,001 to \$10,000,000; Major Creditor, NA; Secured, NA; Unsecured, NA; Attorney, John A. Christy; Judge Bonapfel; case No. 14-60886, June 2.

**MBE Southgate LLC**, 2310 Woodland Lake Walk, Snellville 30078; Assets, \$1,000,001 to \$10,000,000; Debts, \$1,000,001 to \$10,000,000; Major Creditor, NA; Secured, NA; Unsecured, NA; Attorney, John A. Christy; Judge Bonapfel; case No. 14-60889, June 2.

**Kinan Inc. dba Craft Tech Builders**, 2189 Cascade Road S.W., Atlanta 30311; Assets, \$0 to \$50,000; Debts, \$100,001 to \$500,000; Major Creditor, NA; Secured, NA; Unsecured, NA; Attorney, Rodney L. Eason; Judge Ellis-Monro; case No. 14-60919, June 2.

**Force Cheerleading Inc.**, 2005 McGee Road, Snellville 30078; Assets, \$500,001 to \$1,000,000; Debts, \$100,001

## ▶ 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

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to \$500,000; Major Creditor, NA; Secured, NA; Unsecured, NA; Attorney, Paul Reece Marr; Judge Mullins; case No. 14-60921, June 2.

**SLD-Hilton Head LP**, 6190 Powers Ferry Road, Suite 540, Atlanta 30339; Assets, \$0 to \$50,000; Debts, \$1,000,001 to \$10,000,000; Major Creditor, NA; Secured, NA; Unsecured, NA; Attorney, John A. Christy; Judge Bonapfel; case No. 14-60889, June 2.

### ▶ Judgments

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**MidSouth Bank vs. Azar Ardestani dba Chase Wholesale**, \$26,033, plaintiff, case No. 14 1 1862 53, May 22.

**P.C.A. Acquisitions V LLC** assignee of Wells Fargo Bank N.A. vs. The Wine Cellars Inc./Wayne Rowe, \$73,574, plaintiff, case No. 13 1 4828 53, May 22.

**C.M.L. GA K.K.P. LLC vs. K&K Partners LLC/Aydin-K.C. & Co. LLC/Kasim Mertolu/Majestic Jewelry Co. et al.**, \$160,500, plaintiff, case No. 13 1 3948 48, May 23.

**Packaging Atlanta Corp. vs. Divine Edlen U.S.A. LLC**, \$14,222, plaintiff, case No. 13J 06971, May 27.

#### DEKALB COUNTY

**Companion Property & Casualty vs. Able Contracting Enterprise Inc.**, \$84,951, plaintiff, case No. 12 CV 12516, May 21.

**Weingarten Nostat Inc. vs. Kiddie Kuts Salon Inc. aka Kiddie Kuts Salon & Spa Inc.**, \$44,545, plaintiff, case No. 14D 08249, May 22.

#### FULTON COUNTY

**Concourse Owner V/VI LLC vs. Nothing But Mortgages Inc.**, \$30,231, plaintiff, case No. 13 CV 233334, May 6.

**SunTrust Bank vs. Urey Companies LLC/James D. Urey**, \$362,262, plaintiff, case No. 13 CV 239133, May 6.

**Shinhan Bank America vs. Norruislam F. Kapadia/N2SAK LLC**, \$34,237, plaintiff, case No. 10 VS 173416, May 6.

**FCCI Insurance Co. vs. Atlanta Grading & Utilities LLC**, \$44,298, plaintiff, case No. 11 VS 190727, May 6.

**Gulf South Medical Supply Inc. vs. Priority Medical Solutions LLC**, \$170,649, plaintiff, case No. 13 CV 228798, May 6.

**Kendrick Johnson vs. The John Group LLC**, \$34,771, plaintiff, case No. 13 CV 233477, May 6.

**SCBT N.A. vs. FIO360 LLC/360 Concept Inc./Christy F. Klaus**, \$1,970,941/412,012, plaintiff, case No. 11 EV 013609, May 7.

**Durham Lakes Property Owners Association Inc. vs. Keith Anthony Homes LLC**, \$39,681, plaintiff, case No. 12 VS 194789, May 7.

**Waste Management National Service Inc. vs. B.P. Crush Holding International Inc.**, \$10,940, plaintiff, case No. 13 VS 198476, May 7.

**Audio Visual Innovations Inc. dba A.V.I.-S.P.L. vs. Pearlnet LLC**, \$183,081, plaintiff, case No. 10 EV 010939, May 7.

**Multibank 2009-1 C.R.E. Venture LLC vs. KDWS Office Investor LLC/A.D.B.-KDWS LLC/Asa G. Candler VI/Asa G. Candler V**, \$1,426,329, plaintiff, case No. 11 EV 014022, May 7.

**Bank of America N.A. vs. Greg Holland Inc./Greg W. Holland**, \$122,049, plaintiff, case No. 12 CV 221682, May 7.

**Multibank 2009-1 C.R.E. Venture LLC vs. Bolton Development LLC/Mohammed Azimzadeh/Behzad Azimzadeh/Kamron Deljou**, \$713,440, plaintiff, case No. 12 EV 014111, May 7.

**Multibank 2009-1 C.R.E. Venture LLC vs. Nelson's Auto Sales Inc./Nelson P. Okolo**, \$188,869, plaintiff, case No. 13 EV 016482, May 7.

**Konica Minolta Business Solutions Inc. vs. Gourmet Service of Louisiana Inc.**, \$19,133, plaintiff, case No. 13 VS 198134, May 7.

**M.A. Laboratories Inc. vs. Quastar Computer International Inc.**, \$21,821, plaintiff, case No. 13 VS 198565, May 9.

**Techinvest Holding Co. LLC vs. Cypress Communications LLC**, \$25,000,000, plaintiff, case No. 11 CV 202463, May 8.

**Branch Banking vs. Pencil Worx Design Group LLC**, \$92,132, plaintiff, case No. 13 EV 017628, May 9.

**Courtland Hotel LLC vs. Velocity Dance Inc.**, \$37,664, plaintiff, case No. 13 VS 198365, May 9.

**Quality Standby Services vs. Battery Research and Testing Inc.**, \$12,310, plaintiff, case No. 13 VS 199000, May 9.

**D.D.R.-S.A.U. Atlanta Cascade LLC vs. C.R.A. Group LLC/Jong H. Hyun/Jin Hee Park**, \$322,845, plaintiff, case No. 13 CV 226553, May 12.

#### WINNETT COUNTY

**Larry Fussell vs. Gary D. Wain dba P.D.G. Computers**, \$527,500, plaintiff, case No. 13A 00604 8, May 16.

**Suniva Inc. vs. Chitnis Group dba KCGI Inc.**, \$437,401, plaintiff, case No. 13A 06508 9, May 16.

**First Citizens Bank and Trust Co. Inc. dba First Citizens Bank assignee of and successor in interest to the FDIC as receiver of Georgian Bank vs. Integrated Medical Management Group LLC/Health Worx P.C./Optimum Health & Spinal Rehabilitation Center P.C. et al.**, \$116,056, plaintiff, case No. 13A 07089 8, May 19.

**RES-GA Bay Saint Louis LLC vs. Pendergrass Development LLC/Safari Guaranty**, \$11,311,807, plaintiff, case No. 11C 04420 53, May 21.

**C.I.T. Technology Financing Services Inc. vs. Voices of Faith Ministries Inc.**, \$92,121, plaintiff, case No. 11A 00612 8, May 22.

### ▶ New Lawsuits Filed

#### COBB COUNTY

**Sysco Food Services vs. The Stooges Group LLC/Stooges**, contract, case #14A 1248, May 5.

**Project Time and Cost LLC vs. Lakeshore Toltest Corp./L.T.C. Corp.**, contract, case #14A 1257, May 6.

**Barry Lewis & Associates Inc. vs. Entertainment Design Group Inc.**, account, case #14A 1262, May 6.

**State Farm Mutual Automobile Insurance Co. vs. C.J.R. Special Transportation LLC**, tort, case #14A 1332, May 7.

**Wanda Thomas vs. Efficiency Lodge Inc.**, personal injury/tort, case #14A 1264, May 8.

# Automotive Directory

## Metro Atlanta's Guide to New and PreOwned Automotive Dealers and Services.

### ACURA

**1 Jackson Acura**  
10900 Alpharetta Highway  
770-650-4000  
www.jacksonacura.com

### AUDI

**2 Jim Ellis Audi of Atlanta**  
5901 Peachtree Industrial Blvd  
www.jimellis.com  
770-454-8200

**3 Jim Ellis Audi of Marietta**  
1715 Cobb Pkwy S  
www.jimellisaudi.com  
770-859-AUDI (2834)

### INFINITI

**4 Infiniti of Gwinnett**  
3090 Satellite Blvd.  
www.infinitoofgwinnett.com  
678-812-8500

### MERCEDES-BENZ



**5 RBM of Atlanta**  
7640 Roswell Road  
770-390-0700  
www.rbmofatlanta.com



**6 Mercedes-Benz of Buckhead**  
2799 Piedmont Rd NE  
404-846-3500  
www.mercedesofbuckhead.com

### PORSCHE

**7 Jim Ellis Porsche**  
4006 Carver Dr.  
www.jimellis.com  
770-234-2100

### SUBARU

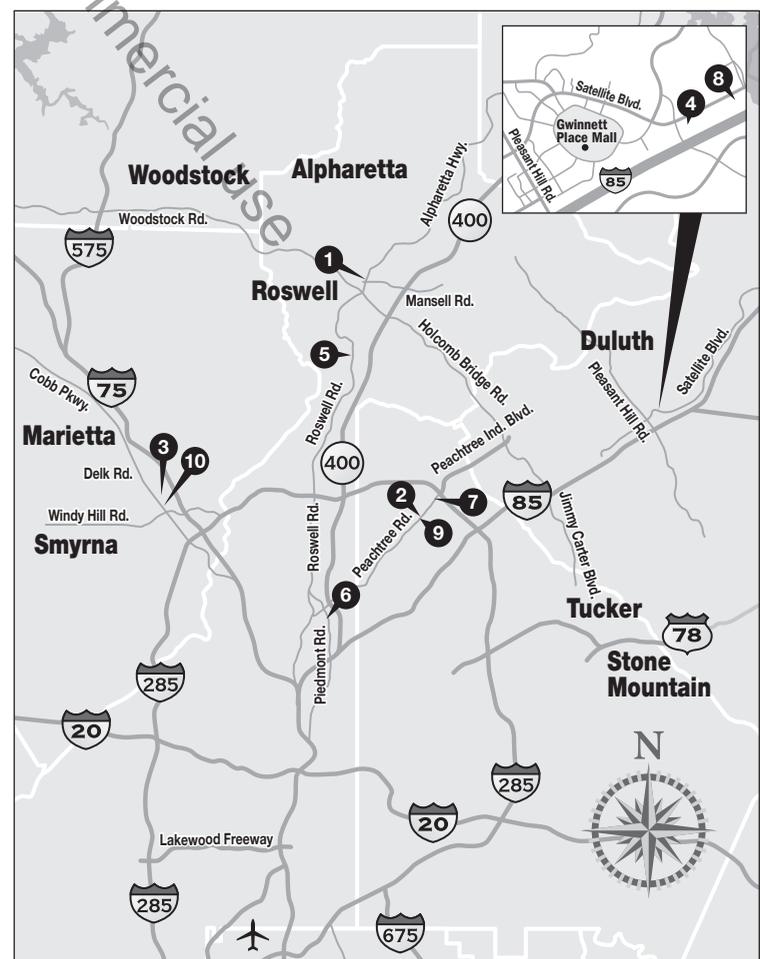
**8 Subaru of Gwinnett**  
2920 Satellite Blvd.  
www.subaruofgwinnett.com  
678-475-3500

### VOLKSWAGEN

**9 Jim Ellis Volkswagen of Chamblee**  
5855 Peachtree Industrial Blvd  
www.jimellis.com  
770-458-6811

### VOLKSWAGEN

**10 Jim Ellis Volkswagen of Marietta**  
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## LEADS

HIBU Inc. vs. Steve Nations Roofing & Contracting LLC/Steve Wendell Nations, contract, case #14A 1275, May 9.

Bellsouth Telecommunications Inc. vs. Playworx Playsets LLC, contract, case #14A 1294, May 12.

American Express Bank F.S.B. vs. Vichelle M. Taylor/Taylor Made Creation, contract, case #14A 1305, May 12.

Liberty Mutual Insurance Co. vs. Hadaway Heating and Cooling LLC, tort, case #14A 1313, May 13.

Teletrac Inc. vs. Central City Towing and Impound LLC, contract, case #14A 1319, May 13.

Fairway Outdoor Advertising LLC vs. Oak Street Homes Inc., contract, case #14A 1322, May 13.

We Sell Restaurants Inc. vs. A.G.S. Inc./William P. Allen, contract, case #14A 1345, May 15.

Roger Dye vs. WellStar Health System Inc., tort, case #14A 1365, May 15.

Redi-Floors Inc. vs. 2360 West Broad LLC/dba Oaks on the River Apartments, account, case #14A 1279, May 16.

Redi-Floors Inc. vs. University Garden Apartments, account, case #14A 1280, May 16.

Stephen Szarek vs. Home Depot U.S.A. Inc., type, NA, case #14A 1318, May 16.

American Zurich Insurance Co. vs. Quality Finishers LLC, account, case #14A 1351, May 16.

Companion Property and Casualty Group vs. W.A.M. Industries Inc., contract, case #14A 1352, May 16.

Gloria and Anthony Harris vs. Kiss Nail Product Inc./Kiss U.S.A., damages, case #14 1 03742 99, May 19.

Wallace Bibbs vs. Brock Built LLC/Northwest Intown Development LLC/Brock Real Estate Investment LLC et al., type, NA, case #14 1 03747 99, May 19.

Lisa and Marlin Fiquette vs. Linda D. Ford M.D. P.C./WellStar Health Systems Inc./Robert N. Cross M.D. et al., medical malpractice/tort, case #14A 1333, May 19.

State Farm Fire & Casualty Co. as subrogee of Pamela Alterman vs. Aquaguard Waterproofing Contractors Inc., tort, case #14A 1368, May 19.

Deborah Houston et al. vs. Beacon Senior Residences LLC, tort, case #14A 1373, May 19.

Utica National Insurance Co. aso Evans Education Services Inc. dba Woodchase Academy vs. Carpet Depot Mableton LLC, contract, case #14A 1384, May 19.

Auto Owners Insurance Co. vs. Any Gutter Cleaned Inc., contract, case #14A 1385, May 19.

Nancy Amer vs. Patina Inc., type, NA, case #14A 1386, May 19.

Stacie Medina Sandoval/Daniel Vasquez vs. Greatwide Logistics Services LLC/Ace American Insurance Co./Penske Truck Leasing Co. L.P. et al., personal injury/tort, case #14A 1342, May 20.

Rashonda J. Walton vs. Above Average Movers Inc./Progressive Mountain Insurance Co., tort, case #14A 1347, May 20.

James N. Davis vs. H.C.C. Life Insurance Co., type, NA, case #14 1 03813 99, May 21.

I.O.U. Central Inc. vs. Ianazone's Homemade Pizza Franchise Development Co./Joseph Ianazone, note, case #14A 1378, May 22.

I.O.U. Central Inc. vs. Jamjoe Management LLC/James Favorite, note, case #14A 1379, May 22.

I.O.U. Central Inc. vs. C.A.I. International Inc./Avelino Vega, note, case #14A 1380, May 22.

I.O.U. Central Inc. vs. Hibachi Grill and Supreme Buffet/Zheng Inc./Ji Yan Zheng, contract, case #14A 1381, May 22.

I.O.U. Central Inc. vs. Sams Restaurant Inc./Boris Shellig, contract, case #14A 1382, May 22.

## DEKALB COUNTY

Y.P. Texas Region Yellow Pages vs. Yellow Pages Inc., contract, case #14 CV 4416, April 23.

Y.P. Southeast Advertising & Publishing LLC fka Bellsouth Advertising & Publishing Corp. vs. The Law Offices of Berry Gibson LLC, contract, case #14 CV 5241, May 14.

Hospitality International Inc. vs. Skyview Management LLC/Rajan Sheth, contract, case #14 CV 5201, May 16.

Teon Perkins and Dwayne Anderson vs. Elton Hargrove/Scott Kenith Inc., personal injury, case #14A 51478, May 19.

James Loynes vs. Elite at Victory Landing LLC, tort, case #14A 51483, May 19.

Nautilus Insurance Co. vs. Edwards Painting and Contracting Inc./AKins-Cumming T.V., type, NA, case #14A 51485, May 19.

Alton McCray vs. J&T Management Inc./Gregory Hall, type, NA, case #14A 51492, May 20.

Agnes Sambo and Mildred Hickey vs. Main Street Acquisitions Corp., type, NA, case #14A 51495, May 20.

Cancer Treatment Centers of America Professional Corp. of Georgia vs. Sanjay R. Jain M.D. Ph.D., contract, case #14 CV 5257, May 21.

Henry Osazuwa vs. Ken Edwards Enterprises Inc./dba Kenco Briarcliff Apartments, tort, case #14A 51554, May 23.

Northside Hospital Inc. vs. Emory Healthcare Inc./The Emory Clinic Inc./E.H.C. J.O.C. Holdings LLC et al., declaratory judgment, case #14 CV 5340, May 21.

Terrence D. Murphy vs. Gramercy Insurance Co./Century Freight Lines Inc./Khasanov Abdurorij, personal injury, case #14A 51502, May 21.

Amanda Butler vs. Rockdale Medical Center/Robert Davies, malpractice, case #14A 51504, May 21.

Performance Food Group Inc. vs. Jersey Cartage LLC/U.S. Logistics Inc./Russell Mitchell, personal injury, case #14A 51505, May 21.

James and Angela Root vs. U.S.A. Truck Inc./Airport Fleet Repair/dba American Southern Insurance et al., personal injury, case #14A 51508, May 21.

Virginia Cutrone vs. Pepperidge Farm Inc./Mikos Wright, personal injury, case #14A 51536, May 22.

Alma Johnson vs. Liberty Mutual Insurance Co./Laurie Matthews/Leslie Matthews, personal injury, case #14A 51540, May 22.

Karina Castro vs. Fiesta Farmers, tort, case #14A 51541, May 22.

Rafael Miles vs. C.S.X. Transportation, tort, case #14A 51542, May 22.

L.I.T. Industrial L.P. vs. Magee Decorating Inc., contract, case #14A 51546, May 22.

Nikita Godfrey vs. Great West Casualty Co./Judy Guinn, personal injury, case #14A 51537, May 23.

Tanisha Wright vs. The Kroger Co., personal injury, case #14A 51550, May 23.

Henry Osazuwa vs. Ken Edwards Enterprises Inc./dba Kenco Briarcliff Apartments, tort, case #14A 51554, May 23.

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Jill S. and Jeff S. Dunn vs. L.S.I.-Triple Crown LLC, contract/account, case #14 CV 246141, May 7.

Vision of Hope Ministry Inc./Yolanda and Anderson Hood vs. Extra Space Storage Inc., type, NA, case #14 CV 246143, May 8.

Phillip Butler vs. 4Spine LLC, equity, case #14 CV 246189, May 8.

Bank of America N.A. vs. Lenders Associates Corp., declaratory judgment, case #14 CV 246210, May 8.

Bank of America N.A. vs. Citizens Mortgage Corp., declaratory judgment, case #14 CV 246229, May 8.

Heather Newman vs. Q.S. America LLC/Jonathan S. Harrison, damages, case #14 CV 246196, May 9.

Joan Towle vs. Quest Diagnostic Laboratories Inc., damages, case #14 CV 246209, May 9.

Christopher B. Stokes vs. Straight from the A LLC/Quantin Latham/Michelle Brown, type, NA, case #14 CV 246224, May 9.

Bank of America N.A. vs. Harbor Financial Mortgage Corp./N.A.F. Inc., declaratory judgment, case #14 CV 246232, May 9.

Port City Concrete Inc. vs. Southern Atlantic Construction LLC/Gary Hamby, contract/account, case #14 CV 246234, May 9.

Tamika Keith vs. Barbeque Integrated Inc., tort/negligence, case #14 CV 246249, May 9.

The Bank of New York Mellon Trust Co. vs. Renee Holmes/Best Rate Funding Corp., declaratory judgment, case #14 CV 246254, May 9.

Linda Lopez vs. Karaoke Melody Inc., personal injury, case #14 EV 001014, May 9.

Lorraine Russell and Martha Miller vs. Genius GMBH/Genius U.S.A. Corp./Genius U.S.A. L.P., personal injury, case #14 EV 001015, May 9.

Susany and Rodney Finlay vs. B&D Industrial Enterprises Inc./B&D Service, personal injury, case #14 EV 001018, May 9.

Victoria Ingham vs. Vericrest Financial Inc./B.H.H. Affiliates LLC/Bank of New York Mellon as trustee for C.I.T. Group/Consumer Finance Inc. et al., personal injury, case #14 EV 001019, May 9.

Larry Black vs. U.S.F. Holland Inc., personal injury, case #14 EV 001020, May 9.

Sabrina Yager vs. Lockheed Martin Corp./Lockheed Martin Aircraft Center Inc., personal injury, case #14 EV 001023, May 9.

Kabbage Inc. vs. Forcdefab LLC/Jonathan Rench, personal injury, case #14 EV 001024, May 10.

Kabbage Inc. vs. Irina Jenkins/Creative Contrast LLC, personal injury, case #14 EV 001025, May 10.

Blacksmith Corp. vs. Timothy Spells/Onsystex LLC/Onsystex Inc., type, NA, case #14 CV 246236, May 12.

James Bentley vs. 3D Holdings LLC, type, NA, case #14 CV 246238, May 12.

Forum Investments LLC vs. Atlantic 17th Residential Condominium Association Inc./City of Atlanta/Fulton County et al., type, NA, case #14 CV 246268, May 12.

Lucas Diaz vs. Dallas Taco Inc./Mahamitra LLC/Taco Holdings Inc. et al., contract/account, case #14 CV 246285, May 12.

W.M. Capital Partners XXXI LLC vs. Bharti LLC/Gopal Inc./N.S.P. Corp. et al., type, NA, case #14 CV 246301, May 12.

Travis Lawson and WaShonda Foote vs. Target Inc., personal injury, case #14 EV 001054, May 14.

Piedmont Hospital Inc. vs. Safeway Insurance Co. of Georgia, contract/account, case #14 CV 246449, May 15.

Brenda Baylor vs. National Churches Residences, type, NA, case #14 CV 246450, May 15.

Michael Koyama 401K P.S.P. vs. Lilla Properties LLC/Lynn Miller/5263 Glenridge Drive Trust et al., type, NA, case #14 CV 246466, May 15.

Glen H. Hammer vs. Carroll Organization LLC/Carter & Carter Construction LLC/Charterhill LLC et al., contract/account, case #14 CV 246522, May 15.

Fallwood Builders LLC vs. CitiMortgage Inc./Mary Anne Browne/William G. Browne et al., type, NA, case #14 CV 246529, May 15.

Kings Home Furnishings Inc. vs. Foxworthy Inc./Tricia Bell, type, NA, case #14 CV 246601, May 15.

Dwayne Carter vs. Weingarten Realty Management Co./W.R.I. J.T. Princeton Lakes L.P., personal injury, case #14 EV 001058, May 15.

Helen Cleveland vs. Sentinel Insurance Co. Ltd./The Hartford Fire Insurance Co./dba The Hartford, personal injury, case #14 EV 001061, May 15.

Sharon Slayton-Butler vs. Ross Dress For Less Inc., personal injury, case #14 EV 001062, May 15.

Alton Bowen vs. Georgia Department of Vet Service, personal injury, case #14 EV 001065, May 15.

David R. Hink and Susan Conlan vs. Opsolve LLC/Enercom Inc., damages, case #14 CV 246492, May 16.

Judith Staples and Linda Patton vs. Peter Ibbotson/Reliance Equities LLC, tort/negligence, case #14 CV 246505, May 16.

Bay Circle Properties LLC vs. Pinnacle-Ivy Place LLC, contract/account, case #14 CV 246531, May 16.

Wells Fargo Bank vs. TCRC Inc./Cynthia Burson, contract/account, case #14 CV 246323, May 12.

John D. Sours vs. Capital Credit Solutions Inc./Willie McKenzie, assurance of voluntary compliance, case #14 CV 246379, May 12.

Solar Energy U.S.A. Inc. vs. Value Lighting Inc., type, NA, case #14 CV 246329, May 13.

U.S.A. Investments LLC/Globus Investments LLC vs. S.V.S. Group LLC/Ayelet C. Ellituv, damages, case #14 CV 246338, May 13.

Albert Nasuti and Mark and Charmin Bradley vs. World Changer Church International Inc./Jamie Mitchell, tort/negligence, case #14 CV 246340, May 13.

Diane Simcox vs. Cotton States Mutual Insurance Co., contract/account, case #14 CV 246364, May 14.

Mark Walker vs. United Home Life Insurance Co., damages, case #14 CV 246366, May 14.

Debbie Hampton vs. CSHV One Atlanta LLC/CBRE Inc., type, NA, case #14 CV 246384, May 14.

N.E.S. Rentals Inc. vs. J.M.A. Construction Ltd. Co., contract/account, case #14 CV 246397, May 14.

Northwest Intown Development LLC vs. BB&T, tort/negligence, case #14 CV 246406, May 14.

Gail R. Colvin vs. U.S.A. Unlimited Services Inc./Progressive Mountain Insurance Co. Inc./Dzhaidbek Dzakhidov, damages, case #14 CV 246410, May 14.

Michael L. Ray vs. Darnell L. Dendy/Boles Parts Supply Inc./Amerisure Insurance Co., damages, case #14 CV 246420, May 14.

Dorris Buchanan vs. Fulton DeKalb Hospital Authority, tort/negligence, case #14 CV 246442, May 14.

Travis Lawson and WaShonda Foote vs. Target Inc., personal injury, case #14 EV 001054, May 14.

Piedmont Hospital Inc. vs. Safeway Insurance Co. of Georgia, contract/account, case #14 CV 246449, May 15.

Brenda Baylor vs. National Churches Residences, type, NA, case #14 CV 246450, May 15.

Michael Koyama 401K P.S.P. vs. Lilla Properties LLC/Lynn Miller/5263 Glenridge Drive Trust et al., type, NA, case #14 CV 246466, May 15.

Glen H. Hammer vs. Carroll Organization LLC/Carter & Carter Construction LLC/Charterhill LLC et al., contract/account, case #14 CV 246522, May 15.

Fallwood Builders LLC vs. CitiMortgage Inc./Mary Anne Browne/William G. Browne et al., type, NA, case #14 CV 246529, May 15.

Kings Home Furnishings Inc. vs. Foxworthy Inc./Tricia Bell, type, NA, case #14 CV 246601, May 15.

Dwayne Carter vs. Weingarten Realty Management Co./W.R.I. J.T. Princeton Lakes L.P., personal injury, case #14 EV 001058, May 15.

Helen Cleveland vs. Sentinel Insurance Co. Ltd./The Hartford Fire Insurance Co./dba The Hartford, personal injury, case #14 EV 001061, May 15.

Sharon Slayton-Butler vs. Ross Dress For Less Inc., personal injury, case #14 EV 001062, May 15.

Alton Bowen vs. Georgia Department of Vet Service, personal injury, case #14 EV 001065, May 15.

David R. Hink and Susan Conlan vs. Opsolve LLC/Enercom Inc., damages, case #14 CV 246492, May 16.

Judith Staples and Linda Patton vs. Peter Ibbotson/Reliance Equities LLC, tort/negligence, case #14 CV 246505, May 16.

Bay Circle Properties LLC vs. Pinnacle-Ivy Place LLC, contract/account, case #14 CV 246531, May 16.

Karen Moore vs. USAA Casualty Insurance Co./Sarah Reichenbach/Andrea Merritt, tort/negligence, case #14 CV 246533, May 16.

Promeritum LLC vs. Frontline Processing Corp./Global Payments Direct Inc., damages, case #14 CV 246534, May 16.

Michael Parker vs. Fleet Services International Ltd./Pettys Garage LLC/Victor Massari, damages, case #14 CV 246535, May 16.

Citrus Tower Boulevard Imaging Center LLC vs. J.S.D. Holdings Inc./David S. Owens M.D./Radiology Consultation Services P.C. et al., tort/negligence, case #14 CV 246550, May 16.

Fatehali Sholapurwala vs. Gwinnett Family Dental Care LLC/Dr. Eric Staeben D.D.S., personal injury, case #14 EV 001066, May 16.

District Owners Association Inc. vs. C.F.I. 17th LLC/dba 17th Street Apartments, personal injury, case #14 EV 001068, May 16.

Thomas Hayes vs. Airtran Airways Inc., personal injury, case #14 EV 001069, May 16.

Staff Financial Group Inc. vs. John Fuller & Co. Inc., personal injury, case #14 EV 001070, May 16.

Wayne Morris vs. SunTrust Bank, personal injury, case #14 EV 001071, May 16.

Waveney Arthur vs. Rivergate Corp./dba Sandy Springs Toyota, personal injury, case #14 EV 001072, May 16.

Nichole and Breighan Reed et al. vs. Elaine Lopez-Perez/Progressive Premier Insurance Co. of Illinois, personal injury, case #14 EV 001073, May 16.

Atlanta Global Renovations LLC vs. Valley-Summit LLC/Joymar Associates LLC/dba Park Summit Apartments et al., personal injury, case #14 EV 001075, May 19.

Tammy Nolton vs. Michael Evans/Atlanta Classic Tree Service, personal injury, case #14 EV 001078, May 19.

Rushana Waterton vs. Globe's Learning Center Inc., personal injury, case #14 EV 001079, May 19.

Tracy Brannen vs. Edward DeCoppet/AssuranceAmerica Corp., personal injury, case #14 EV 001082, May 19.

Great American Insurance Co. aso Crocker Partner LLC/C.P. Cumberland LLC vs. Waste Pro U.S.A. Inc., personal injury, case #14 EV 001084, May 19.

Chris Statham vs. P2P Cash Inc./Tom Meredith, personal injury, case #14 EV 001085, May 19.

Willner Chemists of New York LLC/Glamour Nail Inc. vs. Wild Dunes Inc./as successor to Tankless Inc., personal injury, case #14 EV 001086, May 20.

Rosa Flores-Morales vs. Cortland Management LLC/dba Sinclair Apartments, personal injury, case #14 EV 001087, May 20.

State Farm Fire & Casualty Co. as subrogee of Cooper K. Holland vs. Fayette Air Conditioning and Heating/dba O'Callaghan Heating & Air, personal injury, case #14 EV 001088, May 20.

State Farm Fire & Casualty Co. as subrogee of Walter M. Grace vs. Electrolux Home Products Inc./Frigidaire Home Products, personal injury, case #14 EV 001090, May 20.

State Farm Fire & Casualty Co. as subrogee of Annie M. Perry vs. Georgia Power Co./James Somers/Averitt Express Inc., personal injury, case #14 EV 001091, May 20.

Midtown Bank & Trust Co. vs. Champ Foods LLC/Karen Curtis/Paul C. Ferrilli et al., personal injury, case #14 EV 001098, May 20.

Daniel M. Jones vs. R.D. America LLC/dba Restaurant Depot/Mark Plaza, personal injury, case #14 EV 001101, May 20.

Julia and J.W. Gray vs. United Parcel Service Inc., personal injury, case #14 EV 001103, May 21.

## Classifieds

## POSITIONS AVAILABLE

## Computer/IT

MTS III Consultant Systems Engineering wanted by Verizon Wireless (Alpharetta, GA). Performing prgmg & analysis duties & producing specific deliverables relating to various phases of the systems life cycle; works as a team member on intermediate to large projects of average to high complexity under the direction & supervision of senior applications staff & mgmt; collects client reqmts, performs analysis, writes prgm specifications & dvlpms dsgns for medium size projects. Must have a Master's deg in Comp Sci, Engg or related field plus 3 yrs. rel. exp. In lieu of a Master's deg plus 3 yrs exp., will accept a Bachelor's deg plus 5 yrs. of progressive exp. Must have 3-5 yrs of exp (depending on degree) in s/ware dvlpmt using .net technologies with proven ability to deliver results on dvlpng web services & multi-tiered web applics; 2 yrs of hands-on exp in technical dsgn, dvlpmt & deployment of Web based Applications & Web Services; 2 yrs of exp in solid working knowl with object oriented technologies & Microsoft Web & Web Service technologies; 2 yrs. exp. with & knowl of the Wireless industry. Must be proficient with each of the following: Web SuperGoo Tools, Dundas Charting, WeOnlyDo Security components, Chikat Software, Visual Studio 2008, HTTP, FTP & SFTP protocols, AJAX, SQL Server 2005/2008, SQL & Stored procedures & best practice techniques; knowl of Service Oriented Architecture; proficient with Classic ASP 2.5 & 3.0; proficiency with ASP.NET, VB.NET, XML & Web Services; Proficiency with .NET framework v2.0-v3.5 & with About Software. Apply online: [www.verizonwireless.com/careers](http://www.verizonwireless.com/careers); Ref no. 355872

View the classifieds online [www.atlantabizjournals.com](http://www.atlantabizjournals.com)

## POSITIONS AVAILABLE

Financial Statistical Quantitative Analyst, F/T (Atlanta, GA) Responsible for the analysis & dvlpmt of quantitative models both financial & non-financial in support of the co's quantitative analysis efforts including mktg, risk, & pricing efforts. Dvlp or analyze statistical & quantitative models & research best practices & new technologies. Perform complex analysis & draw insightful conclusions to ensure model risks are identified & managed properly. Write well organized validation reports. Validate &/or dsgn methods & models that assess the mkt, credit &/or operational risks of new & existing financial products. Take responsibility in initiating, executing, & completion of validation projects. Consult with practitioners, the academic community, & other financial institution in researching the dvlpmt of risk mgmt models. Ensure that risks inherent in model dvlpmt & usage are properly identified & managed. Review & update model documentation (methodology guide, user guide, policy documents, etc.). Must have a Master's in Statistics, Mathematics, Computational Finance, or other quantitative field. Must have 4 yrs exp in quantitative analysis positions for risk mgmt, financial reporting, & valuation models. Work exp must incl: replicating/dsgng financial models; commodity derivative trading; mathematical models & their applic in asset pricing, volatility structure, VaR, & derivative trading; stochastic calculus; Monte Carlo Simulation; Principal Component Analysis (PCA); optimization methods; MatLab, C, C++, Java, VBA /Excel as applied to financial models & valuation of financial instruments; & use of financial applics, including Calypso, RiskMetrics, Imagine, & Bloomberg. Must be a CFA charter holder. Send resume to Patricia Wiggins, HR Prgm Mgr, VP HR, SunTrust Banks, Inc., 41 Rachel Dr., Nashville, TN 37214.

## POSITIONS AVAILABLE

ADS Alliance Data Systems, Inc. has a position in Atlanta, GA; **Senior Analytic Consultant:** Design, estimate & interpret statistical techniques; statistical analysis, predictive modeling, logistics & linear regression; & other skills/duties. Mail Resume to Andrea Brown -Recruiting Coord, Alliance Data, 601 Edgewater Dr, Wakefield, MA 01880 & note **Job ID# AD-GA14-SRAC**

Johns Creek, GA. Developer II. Resp. for dsgn, dev, testing, installing & deploying req'd SW apps. Req. Bach's deg (or foreign equiv. deg) in CS, IT, or rtd eng'

**LEADS**

**Jolene Outley vs. Goodrum Enterprises Inc./Chancellor Management Group LLC/dba McDonald's No. 23753**, personal injury, case #14 EV 001105, May 21.

**Jennifer Wright vs. Olvera's Framing Inc./San L. Lugo/ Librado Hernandez**, personal injury, case #14 EV 001114, May 22.

**Redi-Floors Inc. vs. Andrew Perkel/Kirkwood Apartments LLC/William Bernstein**, personal injury, case #14 EV 001116, May 22.

**Andrew Jones vs. Bruce Walker M.D./Peachtree Piedmont Associates P.C./Irina Rufforny M.D. et al.**, personal injury, case #14 EV 001117, May 22.

**Donna Cook vs. Outback Steakhouse of Florida LLC/National Retail Properties L.P.**, personal injury, case #14 EV 001118, May 22.

**Jackson Oats Shaw Corporate Real Estate LLC vs. Fairlead Commercial Real Estate LLC/John Ward/Jeff Shaw et al.**, personal injury, case #14 EV 001119, May 22.

**Diane Gulley vs. Rebecca Villanueva/Manuel Meja Ramirez/Geico General Insurance Co.**, personal injury, case #14 EV 001120, May 22.

**WINNETT COUNTY**

**Bryan Maleski vs. International Arts Inc./Trimarc LLC**, equity, case #14A 04349 5, May 16.

**Shetra Q. Conerly vs. Aldridge Connors LLP/Bank of America N.A. LaSalle/Select Portfolio Servicing Inc.**, lien foreclosure/land, case #14A 04381 5, May 19.

**Beth and Drake Durnell vs. Cardinal Construction Inc./Charles W. Hipple Jr.**, tort, case #14A 04394 6, May 19.

**Essilor Laboratories of America Inc. vs. Rick Bynum/Nanston Vision LLC**, contract, case #14C 02622 56, May 19.

**Avni-Aayush-Ansul LLC vs. F.N.C. Services LLC/Chantal Edouard**, contract, case #14C 02627 55, May 19.

**Dorian Forbes vs. A&R Logistics LLC/Mark Carroll/Zurich American Insurance Co. of Illinois**, tort, case #14C 02632 51, May 19.

**H.W.M. Office Environment Inc. vs. Formcase Inc.**, type, NA, case #14C 02637 56, May 19.

**Willie Blade vs. E.R. Snell Contractor Inc./David Bullock**, tort, case #14C 02638 56, May 19.

**Field Nation LLC vs. Core Education and Consulting Solutions**, contract, case #14C 02642 55, May 19.

**Autumbrooke Community Assoc. vs. Bowen Family Homes Inc./Double Time Development Inc./David R. Bowen et al.**, type, NA, case #14A 04421 10, May 20.

**GreatAmerica Financial Services Corp./Greatamerica Leasing Corp. vs. Corpsavers Healthcare Inc.**, type, NA, case #14A 04433 1, May 20.

**David A. Smithey vs. Metz Culinary Management Inc./Robert Schmitz**, tort, case #14C 02664 52, May 20.

**Karen Plummer vs. K. Hovnanian Homes of Georgia LLC/Homes of Integrity Construction Co. Inc./National Home Insurance Co.**, contract, case #14C 02677 54, May 20.

**Audrey Robotham vs. Chick-Fil A Inc.**, tort, case #14C 02682 56, May 20.

**Tassare Financial Group LLC vs. S.K.K. & Kim Inc./First Intercontinental Bank/Sonal Inc. et al.**, type, NA, case #14A 04454 4, May 21.

**Elmar Jimenez vs. Avalanche Landscape LLC/Wilson J. Sanchez**, tort, case #14A 04457 10, May 21.

**Midwest Note Recovery LLC vs. S.M.J. Fitness Group LLC/Zachary W. McLeroy/Jerry L. Jones et al.**, type, NA, case #14A 04465 10, May 21.

**Fence Hangers Inc. vs. A&A Fence Inc.**, type, NA, case #14A 04466 3, May 21.

**Capitol Building Supply Inc. vs. John Puha/G&D Construction Group Inc.**, type, NA, case #14A 04468 2, May 21.

**Tamatha Thomas vs. The Kroger Co.**, tort, case #14C 02687 51, May 21.

**Allstate Property & Casualty Insurance Co. vs. Waxman Consumer Products Group Inc.**, tort, case #14C 02705 54, May 21.

**Melissa Sweet and Mark Free vs. Georgia Pacific LLC/Union Carbide Corp.**, tort, case #14C 02706 55, May 21.

**Delmy Bonilla vs. Deana Perry/Georgia Medical Transportation Inc.**, tort, case #14C 02709 52, May 21.

**Federal Tax Liens - Business**

**COBB COUNTY**

**Michael H. Mulkey D.M.D. P.C.**, 3951 Mary Eliza Trace, Suite 200, Marietta 30064, \$57,225, (941), GED 86/5729, May 19.

**Fruits & Associates Inc.**, 500 North Point Parkway, Suite A, Acworth 30102, \$40,990, (941), GED 86/5713, May 19.

**Factory Direct Remodeling of Atlanta LLC/Michael Laudette**, 2687 McCollum Parkway, Suite F, Kennesaw 30144, \$17,086, (941), GED 86/5727, May 19.

**Dixie Products Inc.**, 2103 Moon Station Drive, Kennesaw 30144, \$11,788, (1120/941), GED 86/5709, May 19.

**Radha Krishna Inc.**, 1272 Johnson Ferry Road, Marietta 30068, \$18,798, (1120/941), GED 86/5724, May 19.

**SWAT Services Corp.**, 1990 Lower Roswell Road, Marietta 30068, \$29,131, (941), GED 86/5725, May 19.

**Broderick G-LLC/Brett Silver**, 1640 Powers Ferry Road, Suite 200, Marietta 30067, \$26,319, (941), GED 86/5707, May 19.

**Linx Partners LLC**, 100 Galleria Parkway, Suite 1300, Atlanta 30339, \$255,968, (940/941), GED 86/6286, May 20.

**Therm-a-Trol Inc.**, 1861 Branchview Drive, Marietta 30062, \$15,945, (941), GED 86/6285, May 20.

**A.R. Landscapes Inc.**, 1749 Lower Roswell Road, Marietta 30068, \$45,774, (941), GED 86/6282, May 20.

**TactusMD Inc.**, 3113 Roswell Road, Suite 201, Marietta 30062, \$36,235, (941), GED 87/1052, May 28.

**Interphase Wood Mouldings Inc.**, 1770 Homer Corn Road, Smyrna 30080, \$11,239, (941), GED 87/1045, May 28.

**Wealth Strategist LLC**, 4347 Kousa Road, Austell 30106, \$146,051, (940/941), GED 87/1033, May 28.

**DEKALB COUNTY**

**V.D.B. Transportation Inc.**, 635 Masters Drive, Stone Mountain 30087, \$54,638, (941), GED 1526/38, May 20.

**A.T.M. Constructors Inc.**, 3894 Glen Park Drive, Lithonia 30038, \$18,849, (6721/940/941), GED 1525/276, May 20.

**First Start Mortgage Inc.**, 4336 Covington Highway, Suite 204, Decatur 30035, \$38,777, (940/941), GED 1526/32, May 20.

**Granite Foods LLC**, 8714 Ashton Road, Jonesboro 30238, \$155,023, (940/941), GED 1525/269, May 20.

**Corporate Maintenance Systems/Ronald L. Delaney**, 4658 South Hope Springs Road, Stone Mountain 30083, \$21,352, (940/941), GED 1526/31, May 20.

**FULTON COUNTY**

**Techcept Group LLC/Thomas Swetitsch**, 5019 Village Green Way, Alpharetta 30009, \$13,135, (940/941), GED 2988/547, May 5.

**Ron M. Lawrence**, 70 Fairlie St., Suite 220, Atlanta 30303, \$92,571, (941), GED 2988/563, May 5.

**Dreamscape Designs Inc.**, 1411 Dalon Drive, Atlanta 30306, \$117,526, (940/941), GED 2988/546, May 5.

**Mardies Smokehouse Corp.**, 4875 Old National Highway, College Park 30337, \$17,597, (6721/940/941), GED 2988/562, May 5.

**Beeline LLC/Elizabeth Depietro**, 728 Monroe Drive, Suite B, Atlanta 30308, \$10,586, (941), GED 2988/545, May 5.

**Illien Adoptions International Inc.**, 1250 Piedmont Ave., Atlanta 30309, \$66,435, (941), GED 2994/325, May 12.

**Senior Home Care by a Circle of Friends Inc./Visiting Angels of Atlanta Corp.**, 1401 Peachtree St., Suite 500, Atlanta 30309, \$15,978, (941), GED 2994/321, May 12.

**H.F.R. & Co. Inc.**, 1483B Arthur Langford Place, Atlanta 30315, \$21,251, (941), GED 2994/361, May 12.

**Mid-South Clearing Services Inc.**, P.O. Box 43904, Atlanta 30336, \$13,925, (940/941), GED 2994/331, May 12.

**Peachtree Works LLC**, 1724 Jasmine Circle, Apt. 16104, Atlanta 30318, \$11,203, (940/941), GED 2994/323, May 12.

**Advanced Securities Consulting Inc.**, 2863 Stirling Ridge Court, Alpharetta 30004, \$16,084, (1120/941), GED 2994/358, May 12.

**KUSA Hotels I LLC/In Me Chung**, 2550 Pleasant Hill Road, Apt. 421, Duluth 30096, \$34,196, (941), GED 2994/330, May 12.

**One Star Consulting LLC**, 1036 Rice St., Atlanta 30318, \$37,076, (941), GED 2994/322, May 12.

**Barraucus Technology Inc.**, 1837 Adagio Drive, Alpharetta 30009, \$13,422, (1120/940/941), GED 2994/366, May 12.

**Precision Pruning of Georgia Inc.**, P.O. Box 620675, Atlanta 30362, \$10,179, (941), GED 2994/332, May 12.

**Green Pastures Christian**, 5455 Flat Shoals Parkway, Decatur 30034, \$242,973, (Withholding), GED 1525/309, May 20.

**Atlanta Food Management LLC**, 406 Church St., Decatur 30030, \$71,700, (Sales), GED 1525/306, May 20.

**Quickserve Restaurants LLC dba Church's Chicken**, 5719 Rockbridge Road, Stone Mountain 30087, \$11,137, (Sales), GED 1525/312, May 20.

**Decatur Dental Group LLC**, 3660 Flat Shoals Road, Decatur 30034, \$29,964, (Withholding), GED 1525/311, May 20.

**Crowne Aviation Services LLC**, 1900 Century Place, Suite 100, Atlanta 30345, \$12,726, (Unemployment), GED 1526/293, May 21.

**Minit Auto Wash LLC**, 3207 Main St., East Point 30344, \$17,511, (Unemployment), GED 1526/429, May 21.

**Desmar Systems Inc.**, 2130 Lavista Executive Park, Tucker 30084, \$45,253, (Unemployment), GED 1527/15, May 21.

**J.F.S. International/Kentucky Fried Chicken**, 245 Country Club Drive, Building 300, Suite A, Stockbridge 30281, \$28,536, (Unemployment), GED 1526/347, May 21.

**Chris Pham Professional Corp.**, 3353 Wembley Walk, Tucker 30084, \$150,352, (Unemployment), GED 1527/110, May 21.

**Granite Foods LLC/Gladys Knight/Ron Winans/Chicken and Waffles**, 8714 Ashton Road, Jonesboro 30238, \$11,882, (Unemployment), GED 1527/73, May 21.

**International Community School**, 3260 Covington Highway, Decatur 30032, \$10,082, (Unemployment), GED 1526/323, May 21.

**Foundation of Exceptional Achievers**, 2699 Johnson Road, Atlanta 30345, \$23,343, (Unemployment), GED 1526/488, May 21.

**M&W Management Inc.**, 783 Pinehill Drive, Smyrna 30080, \$11,257, (Withholding), GED 86/6326, May 20.

**Papered Wonders Inc.**, 3873 Misty Bleu Drive, Powder Springs 30127, \$20,565, (Sales), GED 86/6335, May 20.

**Blue Medical Supply Inc.**, 2197 Canton Road, Suite 107, Marietta 30066, \$11,508, (Sales), GED 86/6306, May 20.

**Shakwan M. McKnight/Perfection Automotive Care LLC**, 1415 Veterans Memorial Highway, Mableton 30126, \$12,246, (Sales), GED 86/6323, May 20.

**John Connell dba The Shop**, 4921 Canton Road, Suite 300, Marietta 30066, \$53,658, (Sales), GED 86/6332, May 20.

**Rebar Erection Inc.**, 50 Lott Ave., Marietta 30067, \$12,365, (Unemployment), GED 87/145, May 21.

**FULTON COUNTY**

**East Atlanta Kids Club LLC (canceled)**, 659-A Gresham Ave., Atlanta 30316, \$29,734, (941), GED 2988/589, May 5.

**Day Care 101 Inc. (canceled)**, 2321 Bouldercrest Road, Atlanta 30316, \$85,769, (1120/941), GED 2994/334, May 12.

**Quicksilver Investments LLC aka Quicksilver Investments Inc./Jameson Marcus (canceled)**, 2080 Fairburn Road, Atlanta 30331, \$476,134, (1120), GED 2994/398, May 12.

**State Tax Liens - Business**

**COBB COUNTY**

**Aryan Food Inc.**, 3012 Canton Road, Marietta 30066, \$40,776, (Sales), GED 86/6321, May 20.

**Sareena Hospitality LLC**, 2800 Highland Parkway, Smyrna 30082, \$117,938, (Sales), GED 86/6328, May 20.

**Main Street Exchange LLC dba Abbondanza Pizza-Pasta-Wine**, 3979 South Main St., Suite 250, Acworth 30101, \$35,668, (Sales), GED 86/6308, May 20.

**Blue Medical Supply Inc.**, 2197 Canton Road, Suite 107, Marietta 30066, \$11,508, (Sales), GED 86/6306, May 20.

**Shakwan M. McKnight/Perfection Automotive Care LLC**, 1415 Veterans Memorial Highway, Mableton 30126, \$12,246, (Sales), GED 86/6323, May 20.

**John Connell dba The Shop**, 4921 Canton Road, Suite 300, Marietta 30066, \$53,658, (Sales), GED 86/6332, May 20.

**Rebar Erection Inc.**, 50 Lott Ave., Marietta 30067, \$12,365, (Unemployment), GED 87/145, May 21.

**A.I.M. Hire LLC/JIBE Staffing**, 4924 South Cobb Drive, Suite J, Smyrna 30080, \$26,570, (Unemployment), GED 87/163, May 21.

**Achieve Services Inc.**, 4045 Orchard Road, Building 300, Smyrna 30080, \$14,171, (Unemployment), GED 87/162, May 21.

**B.T.G. Enterprises Inc.**, 2470 Windy Hill Road, Suite 300, Marietta 30067, \$10,463, (Withholding), GED 87/687, May 21.

**Big Dog Demolition Inc.**, 2022 Airport Court, Marietta 30060, \$104,277, (Withholding), GED 87/683, May 21.

**Green Pastures Christian**, 5455 Flat Shoals Parkway, Decatur 30034, \$242,973, (Withholding), GED 1525/309, May 20.

**Atlanta Food Management LLC**, 406 Church St., Decatur 30030, \$71,700, (Sales), GED 1525/306, May 20.

**Quickserve Restaurants LLC dba Church's Chicken**, 5719 Rockbridge Road, Stone Mountain 30087, \$11,137, (Sales), GED 1525/312, May 20.

**Decatur Dental Group LLC**, 3660 Flat Shoals Road, Decatur 30034, \$29,964, (Withholding), GED 1525/311, May 20.

**Crowne Aviation Services LLC**, 1900 Century Place, Suite 100, Atlanta 30345, \$12,726, (Unemployment), GED 1526/293, May 21.

**Minit Auto Wash LLC**, 3207 Main St., East Point 30344, \$17,511, (Unemployment), GED 1526/429, May 21.

**Desmar Systems Inc.**, 2130 Lavista Executive Park, Tucker 30084, \$45,253, (Unemployment), GED 1527/15, May 21.

**J.F.S. International/Kentucky Fried Chicken**, 245 Country Club Drive, Building 300, Suite A, Stockbridge 30281, \$28,536, (Unemployment), GED 1526/347, May 21.

**Chris Pham Professional Corp.**, 3353 Wembley Walk, Tucker 30084, \$150,352, (Unemployment), GED 1527/110, May 21.

**Granite Foods LLC/Gladys Knight/Ron Winans/Chicken and Waffles**, 8714 Ashton Road, Jonesboro 30238, \$11,882, (Unemployment), GED 1527/73, May 21.

**International Community School**, 3260 Covington Highway, Decatur 30032, \$10,082, (Unemployment), GED 1526/323, May 21.

**Foundation of Exceptional Achievers**, 2699 Johnson Road, Atlanta 30345, \$23,343, (Unemployment), GED 1526/488, May 21.

**M&W Management Inc.**, 783 Pinehill Drive, Smyrna 30080, \$11,257, (Withholding), GED 86/6326, May 20.

**Papered Wonders Inc.**, 3873 Misty Bleu Drive, Powder Springs 30127, \$20,565, (Sales), GED 86/6335, May 20.

**Desmar Systems Inc.**, 2130 Lavista Executive Park, Tucker 30084, \$45,253, (Unemployment), GED 1527/15, May 21.

**J.F.S. International/Kentucky Fried Chicken**, 245 Country Club Drive, Building 300, Suite A, Stockbridge 30281, \$28,536, (Unemployment), GED 1526/347, May 21.

**Chris Pham Professional Corp.**, 3353 Wembley Walk, Tucker 30084, \$150,352, (Unemployment), GED 1527/110, May 21.

**Granite Foods LLC/Gladys Knight/Ron Winans/Chicken and Waffles**, 8714 Ashton Road, Jonesboro 30238, \$11,882, (Unemployment), GED 1527/73, May 21.

**International Community School**, 3260 Covington Highway, Decatur 30032, \$10,082, (Unemployment), GED 1526/323, May 21.

**Foundation of Exceptional Achievers**, 2699 Johnson Road, Atlanta 30345, \$23,343, (Unemployment), GED 1526/488, May 21.

**M&W Management Inc.**, 783 Pinehill Drive, Smyrna 30080, \$11,257, (Withholding), GED 86/6326, May 20.

**Papered Wonders Inc.**, 3873 Misty Bleu Drive, Powder Springs 30127, \$20,565, (Sales), GED 86/6335, May 20.

**Blue Medical Supply Inc.**, 2197 Canton Road, Suite 107, Marietta 30066, \$11,508, (Sales), GED 86/6306, May 20.

**Shakwan M. McKnight/Perfection Automotive Care LLC**, 1415 Veterans Memorial Highway, Mableton 30126, \$12,246, (Sales), GED 86/6323, May 20.

**John Connell dba The Shop**, 4921 Canton Road, Suite 300, Marietta 30066, \$53,658, (Sales), GED 86/6332, May 20.

**Rebar Erection Inc.**, 50 Lott Ave., Marietta 30067, \$12,365, (Unemployment), GED 87/145, May 21.

**A.I.M. Hire LLC/JIBE Staffing**, 4924 South Cobb Drive, Suite J, Smyrna 30080, \$26,570, (Unemployment), GED 87/163, May 21.

**Achieve Services Inc.**, 4045 Orchard Road, Building 300, Smyrna 30080, \$14,171, (Unemployment), GED 87/162, May 21.

**B.T.G. Enterprises Inc.**, 2470 Windy Hill Road, Suite 300, Marietta 30067, \$10,463, (Withholding), GED 87/687, May 21.

**Big Dog Demolition Inc.**, 2022 Airport Court, Marietta 30060, \$104,277, (Withholding), GED 87/683, May 21.

**Green Pastures Christian**, 5455 Flat Shoals Parkway, Decatur 30034, \$242,973, (Withholding), GED 1525/309, May 20.

**Atlanta Food Management LLC**, 406 Church St., Decatur 30030, \$71,700, (Sales), GED 1525/306, May 20.

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## LEADS

### ▶ Releases of State Tax Liens - Business

#### FULTON COUNTY

**Images U.S.A. Inc. (canceled)**, 1718 Peachtree St., Atlanta 30309, \$113,739, (Withholding), GED 2988/673, May 5.

Mulugeta Zeleke/The Lions Group Inc. dba Genet Concrete Products (canceled), 6075 Lees Mill Road, Suite A, Forest Park 30297, \$51,156, (Sales), GED 2988/671, May 5.

Computer Design & Integration of Georgia LLC/C.D.I. Managed Services (canceled), 585 Colonial Park Drive, Roswell 30075, \$32,259, (Unemployment), GED 2989/582, May 6.

Jackson C.V.O. LLC (canceled), 3650 Mansell Road, Suite 300, Alpharetta 30022, \$19,396, (Unemployment), GED 2989/575, May 6.

Computer Design & Integration of Georgia LLC/C.D.I. Managed Services (canceled), 585 Colonial Park Drive, Roswell 30075, \$15,007, (Unemployment), GED 2989/567, May 6.

S.F. & Associates Inc. dba Perspektive (canceled), 610 Interchange Drive, Atlanta 30336, \$29,363, (Sales/Withholding), GED 2994/469, May 12.

The Bridge Mexican Gourmet LLC/Augustin Garcia (canceled), 10479 Alpharetta St., Suite 15, Roswell 30075, \$13,155, (Sales/Withholding), GED 2994/488, May 12.

Phillip J. Diack/Tiaras and Tadpoles LLC (canceled), 3651 Peachtree Parkway, Suite E, Suwanee 30024, \$189,588, (Sales), GED 2994/485, May 12.

J. Englert & Associates (canceled), 11005 Parsons Road, Duluth 30097, \$14,009, (Withholding), GED 2994/482, May 12.

#### WINNETT COUNTY

**Rimax Contractors Inc. (canceled)**, 697 James Road, Lawrenceville 30044, \$12,960, (Withholding), GED 4184/45, May 21.

Call A Way Inc. (canceled), 5385 Five Forks Trickum Road, Suite 200-A, Stone Mountain 30087, \$56,574, (Withholding), GED 4184/43, May 21.

### ▶ Business Leads

### ▶ New Business Licenses

#### CITY OF ATLANTA

**Southern Craft Construction**, 2372 Armand Road N.E., Atlanta 30324, general contractors.

**Mooney Design Studio**, 487 Atlanta Ave. S.E., Atlanta 30315, landscape and tree maintenance.

**Connections**, 230 Auburn Ave. N.E., Atlanta 30303, manufacturing-electrical equipment.

**Little Wings Social Club**, 2241 Faulkner Road N.E., Atlanta 30324, membership organizations.

**Cains Hill**, 3201 Cains Hill Place N.W., Atlanta 30305, nonclassifiable.

**AVLF**, 400 Park Drive N.E., Atlanta 30306, nonclassifiable.

**Pennington Financial Group**, 901 Bolton Road N.W., Apt. E-6, Atlanta 30331, professional-consultants or public relations or management.

**Sun Cleaners Inc.**, 3050 Martin L. King Jr. Drive S.W., Atlanta 30311, nonclassifiable.

**656 Sports Bar & Grille**, 656 Pryor St. N.E., Atlanta 30312, nonclassifiable.

**Atlanta Caribbean Carnival**, 643 Martin L. King Jr. Drive S.W., Atlanta 30314, nonclassifiable.

**Ecco**, 1 Hartsfield Airport S.W., Conc. FF-10, Atlanta 30320, nonclassifiable.

**Food Network Kitchen**, 1 Hartsfield Airport S.W., Term D-F3, Atlanta 30320, nonclassifiable.

**Orpheus Brewing**, 1440 Dutch Valley Place N.E., Atlanta 30324, nonclassifiable.

**Peep This Actors Dir. Guild**, 311 Ferst Drive N.W., Atlanta 30332, nonclassifiable.

**Pinnacle Behavioral Health Service**, 250 Georgia Ave. S.W., Suite 346, Atlanta 30312, professional-consultants or public relations or management.

**West Haven LLC**, 475 Bartram St. S.E., Atlanta 30316, professional-consultants or public relations or management.

**D.C. Linkz Express**, 310 North Ave. N.W., Atlanta 30313, restaurants.

**Crescent**, 310 North Ave. N.W., Atlanta 30313, restaurants.

**Bollywood Zing**, 310 North Ave. N.W., Atlanta 30313, restaurants.

**Geniki To Go LLC**, 310 North Ave. N.W., Atlanta 30313, restaurants.

**Buen Provecho LLC**, 310 North Ave. N.W., Atlanta 30313, restaurants.

**Viet Nomies LLC**, 310 North Ave. N.W., Atlanta 30313, restaurants.

**Chocou**, 1850 Howell Mill Road N.W., Atlanta 30318, restaurants.

**D&D Property Management**, 901 Bolton Road N.W., Apt. E-6, Atlanta 30331, professional-consultants or public relations or management.

**River Source Media**, 3073 Chastain Park Court N.E., Atlanta 30342, professional-consultants or public relations or management.

**A.V.R. Uptown Square LLC**, 508 Main St. N.E., Atlanta 30324, real estate-office building and shopping center management.

**Irish Angel LLC dba The Mobi**, 426 Ponce de Leon Ave. N.E., Atlanta 30030, restaurants.

**Clemore Foods LLC**, 310 North Ave. N.W., Atlanta 30075, restaurants.

**Happy Belly Truck LLC**, 310 North Ave. N.W., Atlanta 30080, restaurants.

**Brickstone Cafe**, 66 Broad St. S.W., Atlanta 30303, restaurants.

**Sweet Auburn B.B.Q.**, 1850 Howell Mill Road N.W., Atlanta 30303, restaurants.

**J.J.'s of Atlanta LLC**, 1375 Peachtree St. N.E., Atlanta 30309, restaurants.

**Smiley's Street Eats LLC**, 1 North Ave. N.W., Atlanta 30313, restaurants.

**D.C. Linkz Express**, 310 North Ave. N.W., Atlanta 30313, restaurants.

**Crescent**, 310 North Ave. N.W., Atlanta 30313, restaurants.

**Bollywood Zing**, 310 North Ave. N.W., Atlanta 30313, restaurants.

**Geniki To Go LLC**, 310 North Ave. N.W., Atlanta 30313, restaurants.

**Buen Provecho LLC**, 310 North Ave. N.W., Atlanta 30313, restaurants.

**Viet Nomies LLC**, 310 North Ave. N.W., Atlanta 30313, restaurants.

**Chocou**, 1850 Howell Mill Road N.W., Atlanta 30318, restaurants.

**Zinburger Wine and Burger Bar**, 3393 Peachtree Road N.E., No. 3065-A, Atlanta 30326, restaurants.

**The Cheesecake Factory**, 3393 Peachtree Road N.E., Suite 3076 A, Atlanta 30326, restaurants.

**C.J. Buffalo Wings Inc.**, 3565 Martin L. King Jr. Drive S.W., No. 8, Atlanta 30331, restaurants.

**Main Attraction Hair**, 1815 Martin L. King Jr. Drive S.W., Atlanta 30310, retail-apparel and accessories.

**Mighty Beauty Fashion**, 2975 Headland Drive S.W., Atlanta 30311, retail-apparel and accessories.

**D.M.E. Group LLC**, 2000 Monroe Place N.E., No. 6114, Atlanta 30324, service-cleaning & maintenance.

**Buckhead Elite Training Studio**, 3175 Roswell Road N.E., No. D, Atlanta 30305, service-entertainment.

**Imperial Barbershop & Salon**, 515 Ponce de Leon Ave. N.E., Atlanta 30308, service-personal.

**Intown Gymnastics**, 439 Oakland Ave. N.E., Atlanta 30312, service-personal.

**Many Styles Barber Shop Inc.**, 185 Mangum St. N.W., Atlanta 30313, service-personal.

**Sharp Shooter Imaging**, 225 Baker St. N.W., Atlanta 30313, service-photography.

**Jinx Salon**, 659 Auburn Ave. N.E., Suite 151, Atlanta 30303, service-salon.

**J's Styles**, 2685 Metropolitan Parkway S.W., Atlanta 30315, service-salon.

**Jim Thompson of America Inc.**, 351 Peachtree Hills Ave. N.E., Suite 304, Atlanta 30305, wholesale-furniture.

#### CITY OF ROSWELL

**Crabapple Hair Studio LLC**, 11050 Crabapple Road, Suite 108-C, Roswell 30075, beauty salons.

**B.H.I. U.S.A. Office Co.**, 1080 Holcomb Bridge Road, Suite 1-100, Roswell 3007, corporate subsidiary regional management office.

### ▶ Real Estate Transactions - Commercial

#### DEKALB COUNTY

**Financial Way Realty Inc. to Stone Gate Capital Partners LLC**, 795 Georgia Ave., Gainesville 30501, Land Lot 139 18th District PIN 18 139 02 006, \$2.15 million.

**Residential Capital Springdale LLC to 916 Springdale Partners LLC**, 1677 North Pelham Road, Atlanta 30324, Lot 19 Block 3 Druid Hills PIN 18 001 05 002, \$1.08 million.

#### FULTON COUNTY

**Midtown B&T LLC to Midtown Bank & Trust LLC**, 712 West Peachtree St. N.W., Atlanta 30308, Land Lot 80 14th District PIN 14 008000070155, \$4.22 million.

**Roumelco LLC to Park Vista Atlanta LLC**, 14101 Valleyheart Drive, Suite 201, Sherman Oaks, Calif. 91423, Land Lot 8 14th District PIN 14 8 8 89 8, \$4.16 million.

**1 Parcel Net LLC/Man Holding LLC/Valu Investment Group LLC et al. to A.O.A. Property Holdings Inc.**, 2401 Lake Park Drive, Smyrna 30080, Lots 19-32 14th District PIN 14 45 3 12 0, \$1.37 million.

**Legacy Asset Holdings LLC and Walter H. Mathis Jr. to V.C.P. Poplar Pointe LLC**, 2110 Powers Ferry Road, Suite 150, Atlanta 30339, Land Lot 190 14th District PIN 14 019000051061, \$1.36 million.

#### WINNETT COUNTY

**T.G. Regency LLC to M.D.H. Atlanta 1 Portfolio LLC**, 3715 Northside Parkway N.W., Building 400, Suite 240, Atlanta 30327, Land Lot 244 6th District PIN 6 244 132/174, \$14.3 million.

**T.G. 5675 5695 5715 Oakbrook Parkway LLC to M.D.H. Atlanta 1 Portfolio LLC**, 3715 Northside Parkway N.W., Building 400, Suite 240, Atlanta 30327, Land Lots 196-197 6th District PIN R6197 116/117/021, \$8.91 million.

**T.G. 5440 Oakbrook Parkway LLC to M.D.H. Atlanta 1 Portfolio LLC**, 3715 Northside Parkway N.W., Building 400, Suite 240, Atlanta 30327, Land Lot 197 6th District PIN R6197 115, \$4.56 million.

**Notting Hill Inc. to 4MSKTS LLC**, 2480 Sugarloaf Club Drive, Duluth 30097, Lot 2 Block A Galleria at Sugarloaf PIN R7156 312, \$2.03 million.

**Condo South LLC to Goodwill of North Georgia Inc.**, 235 Peachtree St., North Tower, Suite 2300, Atlanta 30303, Land Lot 40 5th District PIN R5040225, \$1.79 million.

### ▶ Real Estate Transactions - Residential

#### COBB COUNTY

**Teresa G. Mosley to Donald B. Crocker**, 2159 Whitehall Court S.E., Smyrna 30080, Lot 7 Whitehall Estates PIN 17 0746 0 180 0, \$965,000.

**Carolyn D. and John E. Lauer to Bronson Bernard Beisel and Julia Manning Beisel**, 4611 Wynmeade Park N.E., Marietta 30067, Lot 31 Wynmeade PIN 01000801250, \$720,000.

**Douglas C. Blackmon to Heather Armstrong and Ronald Moultrie**, 2986 Windstone Circle, Marietta 30062, Lot 22 Lassiter Walk Unit I PIN 16053800440, \$700,000.

**Zeporah Becker Gonzalez and Noel Gonzalez to Marcy B. Leamy and Michael Joseph Leamy**, 4300 Cove Island Drive N.E., Marietta 30067, Lot 45 Block D Kings Cove Sec. II PIN 16118700340, \$580,000.

**Radius Properties Gibbs Fund LLC to Scott Bevege**, 208 Clarion Ave., Decatur 30030, Lot 92 Ebenezer Farm Unit III/IV PIN 16037900390, \$560,000.

**J. Glenn Dockery and Patricia A. Dockery to Aaron R. and Jennifer Foresman**, 4383 Nassau Way, Marietta 30068, Lot 140 Princeton Walk Unit II PIN 16 0971 0 033 0, \$525,000.

**Jeffery Hurt to Issa Chris George Saboura**, 3602 Summit Oaks Drive, Roswell 30075, Lot 1 Summit Oaks PIN 16039500340, \$519,000.

**Old Dallas Holdings Co. Inc. to Alexandra A. Young and Donald Alan Young**, 2950 Mount Wilkinson Parkway S.E., Unit 512, Atlanta 30339, Land Lots 909-910/951-952 One Vinings Mountain Unit 512 PIN 17091001740, \$509,000.

**Traton Homes LLC to Ankit Arvindbhai Patel and Nisha Pravin Patel**, 4115 Cooks Farm Drive, Kennesaw 30152, Lot 1 Cooks Farm Unit 1 PIN 20023601990, \$500,000.

#### DEKALB COUNTY

**Eason T. Jordan and Tanya A. Malott to Johannes G. Eckert**, 1265 University Drive N.E., Atlanta 30306, Lot 37 Dearborn Heights Inc. PRO PIN 18 055 02 033, \$1.25 million.

**Suzanne Malveaux to Patrice M. Graves**, 1173 Amsterdam Ave., Atlanta 30307, Lot 16 Block A Briarwood Inc. PIN 18 001 01 022, \$1.1 million.

**Acadia Homes & Neighborhoods LLC to Steven Kornfeld**, 4811 Layfield Drive, Dunwoody 30338, Lot 1 18th District PIN 18 364 03 002, \$810,000.

**Alderbrook Investments LLC and Curtis Peart to Edward D. and Margaret C. Beveridge**, 1598 Alderbrook Road N.E., Atlanta 30345, Lot 1 Block A Sagamore Hills Unit 7 PIN 18 149 01 037, \$809,193.

**Anantha Tayyebi to Amanda and John Capriotti**, 4027 Dunwoody Club Drive, Atlanta 30350, Lot 47 Block C Dunwoody Club Forest Unit XII PIN 06 341 01 057, \$728,000.

**Fenella Wild Turner and Vernon P. Turner Jr. to Andrew W. and Autumn M. Swann**, 2847 North Thompson Road N.E., Atlanta 30319, Lot 64 Block 24 Ashford Park PIN 18 272 03 006, \$725,000.

**Lennar Georgia Inc. to Kathleen Annmarie Harper and Oliver Harper**, 5347 Whitney Landing, Dunwoody 30360, Lot 8 Whitney Landing PIN 06 311 01 001, \$680,000.

**Allen Y. and Marlene S. Shalkan to William Allen McBridge Jr.**, 1032 Arbor Trace, Atlanta 30319, Lot 12 Arbors at Lenox Park PIN 18 200 04 200, \$638,000.

**Ashton Atlanta Residential LLC to Eric and Margarita Flesch**, 1288 Edmund Lane N.E., Atlanta 30319, Lot 22 Savoy at Town Brookhaven PIN 18 273 02 050, \$628,000.

**Jimmie V. and Susan S. Church to Michael and Shannon H. Pierce**, 1895 Aspen Drive N.E., Atlanta 30345, Lot 15 Block E Breckenridge Unit V PIN 18 192 10 037, \$566,000.

**Ashton Atlanta Residential LLC to Virginia W. Moshure**, 3495 Brookleigh Lane N.E., Brookhaven 30319, Lot 7 Block C Reserve at Brookleigh PH PIN 18 301 02 040, \$559,856.

**Lockman Home Building Co. to Jonathon Arnold and Stephanie J. Fessler**, 170 Boulevard St., Atlanta 30312, Land Lot 204 15th District PIN 15 204 03 101, \$545,000.

**Ashton Atlanta Residential LLC to Cheng Liu and Jing Xu**, 3472 Brookleigh Lane N.E., Brookhaven 30319, Lot 26 Block C Brookleigh Phase I PIN 18 301 02 017, \$538,123.

#### FULTON COUNTY

**Joe W. Rogers Jr. to Jennifer and Michael H. Attaway**, 3303 Chatham Road N.W., Atlanta 30305, Land Lots 114-115 17th District PIN 17 0115 0001 053 4, \$2.62 million.

**William Lampley to Kavreet Bath**, 3514 Rembrandt Road N.W., Atlanta 30327, Lot 1 Peachtree Real Estate PIN 17 0181 0003 007 7, \$2.34 million.

**Renee L. Kaswan to Ray Chih and Yue Zhou**, 6787 Riverside Drive, Sandy Springs 30328, Land Lot 130 17th District PIN 170130L0511/0503, \$2.15 million.

**Michael A. Muchnicki to Daniel R. Smith**, 3359 Woodhaven Road N.W., Atlanta 30305, Land Lots 141/115 17th District PIN 17011500030045, \$1.91 million.

**Bank of America N.A. and Merrill Lynch Credit Corp. to Peter D. Boulden and Emily Jo Dees**, 317 Windsor Parkway, Atlanta 30342, Land Lot 122 17th District PIN 17 0122 LL 083 6, \$1.7 million.

**Angelina D. and Wayne Saxe to Barry Goldman**, 5265 Kenbrook Way, Sandy Springs 30327, Land Lot 135 Sam B Riddick Property PIN 17 0135 LL 079 7, \$1.63 million.

**Barry Goldman to Barry and Mitzila Goldman**, 5265 Kenbrook Way, Sandy Springs 30327, Land Lot 135 17th District Sam B. Riddick Property PIN 17 0135 LL 079 7, \$1.63 million.

**Patti H. Page to David L. Corts Jr. and David L. Corts Sr.**, 1075 Crest Valley Drive, Sandy Springs 30327, Land Lots 175-176 17th District PIN 17 0176 LL 102 7, \$1.52 million.

**Joseph Kerwin Williams and Sylvia Patino Williams to James E. Cushman Jr.**, 3550 Dumbarton Road N.W., Atlanta 30327, Lot 10 Block A Kingswood Unit 2 PIN 17 0158 0003 024 1, \$1.48 million.

**Alison Schneider to Natalia P. Franco**, 250 South Delacey Ave., Unit 208, Pasadena, Calif. 91105, Land Lot 2 17th District PIN 17 120 1 59 4, \$1.35 million.

**National Residential Nominee Services Inc. to James III and Katherine S. Meza**, 395 Pinecrest Road N.E., Atlanta 30342, Lot 5 PIN 17006400020104, \$1.33 million.

**Erika E. and John D. Stone to Candy C. and Roger W. Lusby III**, 14739 Wood Road, Alpharetta 30004, Lot 2 PIN 22 4090 0630 102 9, \$1.26 million.

**John L. Jr. and Susan P. Taylor to Donald D. Schultz Trustee et al.**, 4458 East Brookhaven Drive N.E., Atlanta 30319, Lot 10 Block 1 M. Colquitt Carter Property PIN 17 0012 0005 010 4, \$1.17 million.

**Amanda L. and Dean D. Trevelino to Paula S. Larson**, 2417 Sagamore Drive, Atlanta 30305, Lot 2 Block 8 Haynes Manor PIN 17 0144 0004 052 8, \$1.08 million.

**840 Moores Mill LLC to Brent S. and Kimberly J. Gilfedder**, 850 Moores Mill Road N.W., Atlanta 30327, Lot 1 B T Holder Property PIN 17 0157 0004 026 6, \$1 million.

**Dennis A. and Valerie G. Smith to Simon P. Ridgen**, 6055 Carlisle Lane, Alpharetta 30022, Lot 34 Country Club of the South PIN 11 0211 0069 046 3, \$957,500.

**Scott Levere to Bradley D. and Jesenia P. Swinsburg**, 145 Helmsley Drive, Sandy Springs 30327, Lot 9 Helmsley Place PIN 17 0120 0004 009 6, \$950,000.

**Joseph R. and Laura W. Cullen to Mark and Susan Stovin**, 1183 Angelo Court N.E., Atlanta 30319, Lot 4 Block B Club Forest PIN 17 0013 0004 004 7/0002 044 5, \$922,500.

**Parkwood Living LLC to Jeff D. Downer**, 2125 Virginia Place N.E., Atlanta 30305, Lot 3 Block 6 Peachtree Hills Place PIN 17 0102 0001 022 3, \$880,000.

**Pettett Properties Inc. to Ryan W. Schmidt**, 205 Tifton Lane, Roswell 30075, Lot 10 Block A Heydon Hall PIN 22 3490 1070 048 7, \$872,275.

**Mimi Shetzen Monett fka Mimi S. Monett to Stephanie H. Hsu**, 1281 Peachtree View N.E., Atlanta 30319, Lot 10 Block A Cloudland Unit 2 PIN 17 0199 LL 033 7, \$865,900.

**Dane Ayse Tekin and Erdal Tekin to Yao Xie**, 4049 Wieuca Road N.E., Atlanta 30342, Lot 4049 4041 Wieuca Road PIN 17 0064 0001 078 2, \$862,000.

**Yao Xie to Peng Fei Chen and Daniel R. Smith**, 4049 Wieuca Road N.E., Atlanta 30342, Lot 4049 4041 Wieuca Road PIN 17 0064 0001 078 2, \$862,000.

**MultiBank 2009 1 R.E.S. A.D.C. Venture/R.E.S. Ga. M.M.H. LLC to Deanna H. and Robert J. Laporta**, 3044 Margaret Mitchell Court N.W., Atlanta 30327, Lot 8 BA Martin Unit 2 PIN 17 0197 0002 018 7, \$845,000.

**Kieran J. and Nancy J. Burke to Bret Thomas Jardine and Tracy Lee Jardine**, 1071 Fieldstone Trail, Alpharetta 30004, Lot 8 Fieldstone Farm PIN 22 4400 0553 085 4, \$825,000.

**Laura A. and Todd P. Jefferies to Clayton B. and Katherine N. Burns**, 2015 Collier Commons Way N.W., Atlanta 30318, Lot 6 Collier Commons Walk PIN 17 0153 0012 043 5, \$825,000.

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ATLANTABUSINESSCHRONICLE.COM



Mayor Kasim Reed gave the welcoming remarks at the 2013 Best Places To Work Awards

BYRON E. SMALL

Is your workplace one of the best in metro Atlanta? Let the world know. Atlanta Business Chronicle is looking for the metro area's 2014 Best Places To Work. If your company is one of the best places to work in Atlanta, this is your chance to be recognized. But time is short! The Chronicle, in conjunction with Quantum Workplace (www.quantumworkplace.com), will accept company nominations through July 4. Companies nominate themselves. To learn more visit <http://www.bizjournals.com/atlanta/nomination/59851>.

► BUSINESSES (LISTED ALPHABETICALLY)

**ABC**

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 Development Center ..... 3A  
 American Alliance of  
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 American Distilling  
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 Kilberg, Lori ..... 8A  
 Kootsikis, Alana ..... 12A  
 Langston, Kevin ... 26A, 27A  
 Leapley, Meredith ..... 8A  
 Lee, Tim ..... 11A  
 Lewis, Jimmy ..... 7A  
 Little, Pamela ..... 8A  
 Lucas, David ..... 7A

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Marquez, Santiago ..... 8A  
 Martin, Margaret ..... 8A  
 Martinez, Ed ..... 8A, 12A  
 Mathews, Bob ..... 18A  
 Mayeske, Jon ..... 18A  
 McNulty, Lauren ..... 10A  
 Melton, Ken ..... 1A  
 Melton, Beth..... 1A

Moddelmog, Hala..... 8A

Moore, Craig ..... 14A  
 Moore, Jeff ..... 14A  
 Murdoch, Mike ..... 28A  
 Natanzi, Mehdi ..... 20A  
 Neff, Kirsten ..... 8A  
 Neuman, Joel..... 9A  
 O'Brien, Lynne ..... 8A  
 O'Donnell, Michael..... 29A  
 O'Neil, Gordon ..... 8A  
 O'Neil, John..... 18A  
 Obama, Barack.... 11A, 25A  
 Obregon, Guiomar ..... 8A  
 Oswald, Mark ..... 29A  
 Oswald, Nancy ..... 29A  
 Ott, Bob ..... 11A

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Parker, Keith ..... 25A  
 Pate, William ..... 27A  
 Piccinni, Guido ..... 29A  
 Piemonte, John "JP" ... 29A  
 Pinkham, Charles III ... 15A  
 Porter, Kyle ..... 8A  
 Potter, Ed ..... 26A  
 Quigley, Robert..... 11A  
 Rainge, Rosalind ..... 18A  
 Ralph, John Sullivan III. 11A  
 Rieker, Ed ..... 14A

Robkin, Shai ..... 9A

Rogers, Joe Jr. .... 11A  
 Rosenbluth, Dan ..... 14A

**STU**

Sandler, Renee ..... 8A  
 Schumacher, Harold .... 29A  
 Schwaig, Kathy ..... 8A  
 Shafer, David ..... 25A  
 Shammass, Ivan ..... 8A  
 Shipman, Doug ..... 26A  
 Shiroishi, Beth ..... 6A  
 Silvo, Sara ..... 8A  
 Singer, Jan ..... 11A  
 Starling, Denise ..... 17A  
 Strickland, Cheryl ..... 8A  
 Tallman, Tisha ..... 8A  
 Tavani, Michael..... 3A  
 Thurmond, Michael ..... 6A  
 Vaca, Gabriel ..... 8A  
 Valentine, Jim..... 14A

**VWXYZ**

Wagner, Dan ..... 16A  
 Watts, Tim ..... 14A  
 Weatherby, Lance..... 3A  
 Williams, Tommy ..... 14A  
 Willis, Leticia Maspons .. 8A  
 Woodworth, Mark ..... 29A

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- **June 20:** Public Companies; Highest Paid Executives of Public Companies; Chambers of Commerce
- **June 27:** Credit Unions; Security Alarm Cos.; Security Guard Cos.
- **July 4:** Office Complexes
- **July 11:** State Parks; Employers; Technology Employers
- **July 25:** MBA Programs; Business Schools; Technical Colleges
- **August 1:** Commercial Property Management; Apartment Property Management
- **August 8:** Homebuilders; Residential Remodeling Contractors

EVENTS

- Atlanta Business Chronicle hosts networking, award and education events throughout the year. View the schedule and register for events at [AtlantaBusinessChronicle.com/events](http://AtlantaBusinessChronicle.com/events).
- **Most Admired CEOs**  
Aug. 22, 2014
  - **Best Places To Work**  
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  - **Atlanta World Showcase & Governor's International Awards**  
Oct. 2, 2014
  - **Women Who Mean Business**  
Oct. 23, 2014

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# BEST IN CONSTRUCTION

**AGC**  
**Georgia**

Contractors statewide  
recognized for excellence  
in construction **3B-11B**

Atlanta's Top 25  
General Commercial  
Contractors **4B**

Atlanta's Top 25  
Commercial Interior  
Contractors **8B**

## Celebrating the best of construction

Each year Atlanta Business Chronicle celebrates the most innovative construction companies in Georgia, shining a spotlight on the exceptional projects throughout the state that won the Build Georgia Awards from the Associated General Contractors of Georgia Inc.

The selection committee chose the first-place winners in general and specialty contracting.

Companies are grouped by gross construction revenue for the Build Georgia Awards and have subcategories: project delivery method, such as design/bid/build, design/build and construction at risk. Projects also list whether they were new

construction, renovation or an interior build-out.

This is the 25th year AGC Georgia has offered the Build Georgia Awards program. The chapter started the awards in 1989 and eligible participants are general and specialty members in good standing. All joint venture project members must be members of AGC Georgia.

Only projects built in Georgia and completed in 2013 could be nominated for the 2014 Build Georgia Awards program.

This year's section features short profiles of the projects written by Staff Writer Ellie Hensley.

— Lisa R. Schoolcraft, Industry Focus Editor

## ATLANTA BUSINESS CHRONICLE

SPECIAL SECTION  
June 13-19, 2014 • SECTION B

## HELP WANTED

CONSTRUCTION  
WORKFORCE IN DECLINE

BY ELLIE HENSLEY  
ehensley@bizjournals.com

Construction projects are such a fixture in Atlanta that the city jokingly considers the tower crane its official bird. But soon, there may be no one to man the machinery, because the industry's workforce is on the wane.

Half of the population of workers is baby boomers, who are retiring at a rapid rate. For every four men and women who exit construction business, only one enters the field. From management positions down to field-level workers, there is a labor shortage that poses a threat to the overall economy as well as the future skyline.

During the recession, 30 percent of the workforce was laid off. Although the economy is now slowly improving and construction work is picking up, most of these workers aren't expected to return.

"There's a huge demand for workers right now, but in the next few years ... you're going to see demand for skilled workers like you've never seen before," said Scott Shelar, executive director of the **Construction Education Foundation of Georgia** (CEFGA), which works to promote careers in the industry by connecting high schools and technical colleges with existing construction training programs.

Although the worker gap already existed in the early 2000s, the problem was not as evident because of the multitude of immigrant workers. Then eVerify, the federal government's Internet-based system that ensures employees have the proper documentation to work in the United States, came along. Nearly all employers in the industry in Georgia now use the system, which means undocumented workers are no longer eligible for employment, further contributing to the deficit.

Perhaps the biggest problem is occurring in high schools, where students are commonly taught by teachers and counselors that the best, if not only, good way to build a career for themselves is to attend a four-year university. But college isn't always the best choice.

"It's not a matter of smart and dumb," Shelar said. "There are a lot of people who learn with their hands and being active, [like] being outside

CONTINUED ON PAGE 11B

# CONGRATULATING 2014 AGC BUILD GEORGIA AWARD WINNERS

Top Commercial Contractors Recognized for Construction Excellence

*A panel of judges selects winners in this prestigious annual award competition hosted by AGC Georgia*



## AGC Georgia Members Lead the Industry and Enhance Georgia's Quality of Life.

Associated General Contractors of Georgia (AGC Georgia) is the statewide trade association affiliated with The Associated General Contractors of America, Inc. Chapter members perform a majority of the public and private commercial construction work in the state and include the top construction contractors and industry-related companies.

Services provided to AGC Georgia members include workforce development, safety training, professional development education, networking and relationship-building activities, leadership development for young professionals, industry advocacy and legislative representation, workers' compensation insurance, information and referral, community service and charitable work, career development and recruitment, and industry resources.

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## SPECIAL SECTION

## BUILD GEORGIA AWARDS 2014 - COMPANIES UNDER \$5 MILLION

## BREEZEWAY FAST-TRACKED TO AVOID WINTER CHILL

Green Heart Enterprises  
Delta Air Lines Cargo Breezeway Renovation  
Design-Bid-Build  
RENOVATION

Because the temporary location of Delta's Cargo Breezeway was an unconditioned space, **Green Heart Enterprises** had an accelerated timeline for the project in order to get it completed by winter. The team had only six weeks to complete the breezeway, which is where customers drop off pets, live animals and human remains at **Hartsfield-Jackson Atlanta International Airport**.

The existing building dates back to the 1950s, which presented challenges, such as old pipes and uneven floors. The pipes were too expensive to relocate, so Green Heart covered them with an attractive



soffit. It also fabricated a stainless steel toe kick to finish off the millwork.

The facility is located in a high-security customs area, which meant adhering to a unique set of safety and security requirements when bringing in materials and hauling out old, demolished materials.

## POST OFFICE BLENDS HISTORY AND TECHNOLOGY

Premier Construction Associates  
The Old Post Office – Dublin  
Design/Build  
RENOVATION

The Old Post Office building in Dublin posed a particular challenge for the design/build team at **Premier Construction Associates**. In addition to restoring the 113-year-old building to its original floor plan, the owner also sought to modernize the building to support an extensive IT infrastructure.

**Alterra Networks**, which is also based in Dublin, uncovered the building's original blueprints, specifications and construction correspondence, giving Premier Associates critical insight into decades of modifications that had turned the building from a courthouse to a restaurant to



a private residence, drastically changing the floor plan at each step.

Close attention to detail was paid to each phase of the \$800,000 project. Vintage pieces or high-quality reproductions were acquired when architectural details had to be replaced, and custom millwork was commissioned in order to replicate the century-old trim work.

## BUILD GEORGIA AWARDS 2014 - COMPANIES FROM \$5 MILLION TO \$20 MILLION

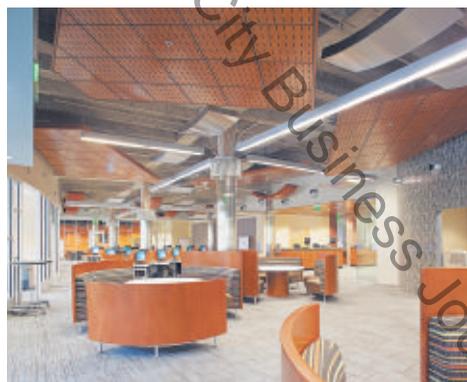


## PERRY HOSPITAL COMPLETES RENOVATIONS, ENHANCES COMPLIANCE

Warren Associates Inc.  
Perry Hospital Bed Expansion  
Design-Bid-Build  
RENOVATION

**Warren Associates Inc.** was contracted by **Perry Hospital** in Perry to design and build its recent \$2 million bed expansion and renovation project.

The project was executed in a phased approach, beginning with the construction of a 10,000-square-foot addition, and added nine patient rooms. This phase required renovations to the facility's fire escape infrastructure and areas built in the 1960s, as well as installation and transfer of power to a new backup generator. Phase II of the project relocated the existing nurses' station and turned the old station into a physicians' lounge. Phase III involved renovation of the medical records room in the existing building, and Phase IV completed updates to the medicines room.



## LIBRARY GETS TECH FACE-LIFT

Garbutt | Christman LLC  
Armstrong Atlantic State Library  
Renovations  
Construction Management at Risk  
RENOVATION

While the typical college student today has no problem staying up-to-date on the newest technologies, libraries, like the books they house, sometimes get stuck in the past. Such was the case for **Armstrong Atlantic State University's** library in Savannah which was originally built in 1965.

**Garbutt Construction Co.** was hired to spruce the place up, and it started by building a new home for the university's IT department, including its equipment, staff and infrastructure.

The second phase was the renovation of the learning commons space, which totals 12,000 square feet and includes five different ceiling types, three flooring systems and modern architectural elements. It is outfitted with T1 learning tables, interactive smart TVs and more than 20 computers.



## SUBPAR SUBCONTRACTORS DON'T FAZE GC

Lusk & Co. Inc.  
Gordon County Agricultural Service Center  
Design/Build  
NEW

The No. 1 dilemma faced by **Lusk & Co. Inc.** when building Gordon County's new Agricultural Service Center was unacceptable subcontractor performances. From graders to steel erectors and drywall contractors, it was difficult to find companies that could deliver on time, which resulted in many being replaced.

Despite those issues and one of the wettest years on record, the general contractor was able to deliver the 13,000-square-foot government office building in less than nine months.

As requested by the client, the building had a rural farm aesthetic and an open feel. To achieve this, the team created a 3-D design using a Revit BIM model to coordinate sight lines, mechanical ductwork and internal ceiling heights.



## DESCENDANT REVAMPS OLD FAMILY HOME

Garbutt Construction Co.  
Community Bank of Dublin-Laurens County  
— Restorations to 605 Bellevue Ave.  
Design/Build  
RENOVATION

Within the commercial historic district of Dublin sits 605 Bellevue Ave., a property originally constructed in the early 1900s as the home of local banker and businessman T.H. Smith. It was built by T.H. Smith's father, J.D. Smith, who is, coincidentally, the great-grandfather of the owner of **Garbutt Construction Co.**, the project's renovators.

Garbutt provided the design, pre-construction and construction services for the project, which was contracted for \$1.3 million. The layout was revised to accommodate the bank, so many interior walls were demolished and rebuilt. The home had a funeral parlor and mortuary that were converted into an administrative space, storage and a break room.



## BIOTECH CENTER BOLSTERS STEM STUDIES

Garbutt Construction Co.  
Fort Valley State University Stallworth  
Biotechnology Center  
Design-Bid-Build  
NEW

The academic community and government are making a big push for the fields of science, technology, engineering and math (STEM), which comparatively few students are pursuing.

**Fort Valley State University** in Fort

Valley is doing its part to encourage its pupils by unveiling a new **Stallworth Biotechnology Center**.

The center, designed by **R.L. Brown & Associates Inc.** and built by **Garbutt Construction Co.**, contains additional classrooms, teaching and administrative spaces, as well as Level III biosafety laboratories certified by the **Centers for Disease Control and Prevention**.

The university will use the center for researching food and plants, so it has areas devoted to food safety and animal and plant biotechnology.

The \$3.1 million project was funded in part by the **U.S. Department of Agriculture**.

# THE LIST

Compiled by Patsy Conn  
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## ATLANTA'S TOP 25 COMMERCIAL CONTRACTORS

RANKED BY GEORGIA CONTRACT REVENUE

Rank	Company name / Prior rank / Website	Address / Phone	2013 Georgia contract revenue recognized†	2013 Atlanta contract revenue recognized‡	2013 companywide revenue recognized	% of total revenue from construction management at risk	Partial listing of areas of specialty	Chief Atlanta officer(s)	Company headquarters / Year est. in Atlanta
1	<b>Holder Construction Co.</b> ① www.holderconstruction.com	3333 Riverwood Parkway, Suite 400 Atlanta, Ga. 30339 770-988-3000	\$1,757,000,000	\$204,000,000	\$1,757,000,000	88%	corporate and commercial office, data centers, higher education, hospitality, aviation, sports, interiors	Thomas M. Holder	Atlanta 1960
2	<b>Balfour Beatty U.S.</b> ② www.balfourbeattyus.com	600 Galleria Parkway, Suite 1800 Atlanta, Ga. 30339 678-921-6800	\$1,182,964,941	\$92,788,114	\$4,524,174,000	79%	higher education, K-12, government, corporate office, interiors, retail, hospitality, data centers, multifamily	Al Petrangeli, Ray Bond	Dallas 2001
3	<b>Brasfield &amp; Gorrie LLC</b> ③ www.brasfieldgorrie.com	1990 Vaughn Road N.W., Suite 100 Kennesaw, Ga. 30144 678-581-6400	\$610,198,000	\$491,020,000	\$2,325,314,363	17%	commercial, interiors, health care, multifamily, hospitality, education, federal, municipal, industrial	Rob Taylor, Trey Sanders	Birmingham, Ala. 1984
4	<b>The Conlan Co.</b> ⑥ www.conlancompany.com	1800 Parkway Place, Suite 1010 Marietta, Ga. 30067 770-423-8000	\$333,187,687	\$45,578,372	\$354,139,851	NA	warehouse, distribution, office, institutional, medical, waste recycling	Gary Condron	Atlanta 1987
5	<b>The Whiting-Turner Contracting Co. Inc.</b> ⑦ www.whiting-turner.com	990 Hammond Drive, Suite 1100 Atlanta, Ga. 30328 770-350-5100	\$323,583,729	\$47,555,057	\$5,062,665,407	49%	retail, corporate office, life sciences, data centers, health care, higher education, government	Keith Douglas	Baltimore 1993
6	<b>Batson-Cook Co.</b> ⑨ www.batson-cook.com	200 Galleria Parkway, Suite 1300 Atlanta, Ga. 30339 770-955-1951	\$306,463,088	\$100,636,570	\$358,222,000	73%	health care, multifamily, manufacturing, industrial, hospitality, cultural, educational, office	R. Randall Hall, David Barksdale, Kevin Appleton, Curt Rigney, Dave Schoendorf	West Point, Ga. 1959
7	<b>Archer Western Contractors Ltd.</b> ④ www.walshgroup.com	2410 Paces Ferry Road, Suite 600 Atlanta, Ga. 30339 404-495-8700	\$275,000,000	\$88,032,940	\$1,258,922,238	10%	highway and bridgework, wastewater and water treatment, rapid transit, aviation, commercial office, educational, warehouse	Donald Gillis	Atlanta 1988
8	<b>Choate Construction Co.</b> ⑤ www.choateco.com	8200 Roberts Drive, Suite 600 Atlanta, Ga. 30350 678-892-1200	\$250,776,409	\$156,420,260	\$592,223,253	100%	construction management and design/build, corporate, retail, hospitality, health care, biomedical, multifamily	Wm. Millard Choate, Rob Hickman, Bill Bland, Ben Bunyard, David Page, Mike Hampton	Atlanta 1989
9	<b>JE Dunn Construction Co.</b> ⑪ www.jedunn.com	800 Mount Vernon Highway N.E., Suite 200 Atlanta, Ga. 30328 770-551-8883	\$226,677,848	\$177,684,732	\$2,223,600,000	95%	health care, higher education, K-12, aviation, corporate, mission critical, multifamily	Dan Kaufman	Atlanta 1985
10	<b>Fortune-Johnson Inc.</b> ⑧ www.fortune-johnson.com	3740 Davinci Court, Suite 220 Norcross, Ga. 30092 770-458-5899	\$189,035,000	\$77,064,000	\$189,035,000	NA	high-density mixed-use multifamily, garden-style multifamily, student housing	Brett Fortune, Mike Cooper	Norcross, Ga. 1991
11	<b>Turner Construction Co.</b> ⑰ www.turnerconstruction.com/atlanta	3560 Lenox Road, Suite 1100 Atlanta, Ga. 30326 404-504-3700	\$188,024,376	\$180,216,593	\$10,100,000,000	100%	aviation, health care, commercial office, interiors, education, criminal justice, pharmaceutical, mission critical/data centers, industrial	Shannon Hines	New York 1976
12	<b>New South Construction Co. Inc.</b> ⑭ www.newsouthconstruction.com	1132 West Peachtree St. N.W., Atlanta, Ga. 30309 404-443-4000	\$173,000,000	\$127,000,000	\$173,000,000	70%	aviation, criminal justice, federal, higher education, industrial, K-12 schools, office, religious, private clubs	Douglas C. Davidson	Atlanta 1990
13	<b>Skanska USA Building Inc.</b> ⑩ www.usa.skanska.com	55 Ivan Allen Jr. Blvd., Suite 600 Atlanta, Ga. 30308 404-946-7400	\$162,388,169	\$48,398,016	\$4,493,208,550	100%	health care, higher education, corporate commercial, mixed-use, retail, hospitality, multimedia, sports and entertainment	Bob Ferguson	Parsippany, N.J. 1905
14	<b>DPR Hardin Construction</b> * www.dprhardin.com	3301 Windy Ridge Parkway, Suite 400 Atlanta, Ga. 30039 404-264-0404	\$160,000,000	\$82,000,000	\$2,456,000,000	100%	advanced technology, health care, higher education, corporate office, life sciences, multifamily, hospitality, senior living, retail	Russ Brockelbank, Justin Griffin, Andy Andres	Atlanta 1947
15	<b>The Winter Construction Co.</b> * www.winter-construction.com	191 Peachtree St. N.E., Suite 2100 Atlanta, Ga. 30303 404-588-3300	\$134,000,000	\$75,000,000	\$135,000,000	40%	hospitality, retail, senior living, K-12, aviation, government, higher education, multifamily, interiors, historic restoration	S. Brent Reid	Atlanta 1978
16	<b>Juneau Construction Co. LLC</b> ⑳ www.juneaucc.com	3715 Northside Parkway N.W., Building 300, Suite 750 Atlanta, Ga. 30327 404-287-6000	\$122,512,558	\$122,512,558	\$131,156,364	45%	higher education, hospitality, mixed-use, historic renovation, multi-purpose/recreation	Nancy C. Juneau, Leston J. Juneau	Atlanta 1997
17	<b>T.D. Farrell Construction Inc.</b> ⑲ www.tdfarrell.com	15335 Tullgean Drive, Alpharetta, Ga. 30004 770-754-3110	\$121,595,708	\$5,559,972	\$121,575,708	NA	retail, light industrial, automotive, interiors	Tim Farrell	Alpharetta, Ga. 1998
18	<b>W.H. Bass Inc.</b> * www.whbass.com	11300 Johns Creek Parkway, Suite 100 Johns Creek, Ga. 30097 770-662-8430	\$118,732,625	\$9,947,097	\$118,732,625	NA	restaurant, retail, banks and credit unions, office, health care	Carl Herndon, Marty Robinson, David Carr, Dave Lee	Johns Creek, Ga. 1984
19	<b>The Yates Cos. Inc.</b> ⑮ www.wgyates.com	4401 Northside Parkway, Suite 700 Atlanta, Ga. 30327 770-399-1919	\$110,543,855	\$940,000	\$2,209,900,000	16%	hospitality, health care, aviation, higher education, gaming, government, commercial office, industrial	James Eshleman	Philadelphia 1994
20	<b>Kajima Building and Design Group Inc.</b> ⑯ www.kbdgroupusa.com	3490 Piedmont Road N.E., Suite 900 Atlanta, Ga. 30305 404-812-8600	\$95,743,054	\$19,488,767	\$206,756,000	NA	warehouse/distribution, manufacturing, industrial process, mission critical, corporate interiors/tenant fit-out	Shin Urano, Jeff Stiner, Mike Brown, Bona Allen, Mike Rhinehart	Atlanta 1964
21	<b>RA-LIN &amp; Associates Inc.</b> ⑳ www.ra-lin.com	101 Parkwood Circle, Carrollton, Ga. 30117 770-834-4884	\$88,542,267	\$34,333,090	\$96,804,571	82%	education, health care, commercial, retail, industrial, hospitality	Ben Garrett	Carrollton, Ga. 1972
22	<b>Hogan Construction Group LLC</b> ㉑ www.hoganconstructiongroup.com	5075 Avalon Ridge Parkway, Norcross, Ga. 30071 770-242-8588	\$88,187,000	\$82,965,000	\$102,374,000	90%	K-12, higher education, municipal, health care, retail, office, industrial, recreational, data centers	George Clackum	Norcross, Ga. 1998
23	<b>Catamount Constructors Inc.</b> ㉒ www.catamountinc.com	10 Mansell Court E., Suite 150 Roswell, Ga. 30076 770-518-2800	\$87,319,214	\$32,165,705	\$319,682,168	100%	retail, industrial, residential, office, energy, religious/cultural, health care, hospitality, government	Jeff Sidwell, Rich Squillace, Chris Yancey	Lakewood, Colo. 1999
24	<b>Integra Construction Inc.</b> * www.integraconstruction.com	185 Allen Road, Suite 100 Atlanta, Ga. 30328 770-953-1200	\$82,088,301	\$15,857,205	\$92,241,131	100%	office, mission critical, medical, assisted living, interiors, retail, industrial, resort, sports facilities	David B. Blackmore	Atlanta 1994
25	<b>McCarthy Building Cos. Inc.</b> * www.mccarthy.com	2859 Paces Ferry Road, Suite 1400 Atlanta, Ga. 30339 770-980-8183	\$81,000,000	\$62,000,000	\$3,000,000,000	40%	health care, education, commercial, water/wastewater, aviation, light industrial, science and technology	Kevin Kuntz	St. Louis 2005

† Revenue recognized for work performed by the Georgia office, regardless of where the project was located.

‡ Projects in the 20-county metropolitan Atlanta area only.

① Company submitted a statement of verification supporting figures.

NA - Not available or not applicable

\* Not ranked or not relevant

SOURCES: Atlanta Business Chronicle research and the companies

It is not the intent of this list to endorse the participants or to imply that the size of a company indicates its quality. Although every attempt is made to ensure the accuracy and thoroughness of Atlanta Business Chronicle charts, omissions sometimes occur. All information listed is based on responses from the companies to Atlanta Business Chronicle surveys. Please send corrections or additions to pconn@bizjournals.com.

**SPECIAL SECTION**

**GEORGIA CONTRACT REVENUE RECOGNIZED**

COMPANY	#	2014	#	2013	#	2012	#	2011	#	2010
Archer Western Contractors Ltd.	7	\$275,000,000	4	\$490,000,000	7	\$277,788,348	6	\$331,200,283	7	\$352,671,160
Balfour Beatty U.S.	2	\$1,182,964,941	2	\$951,891,007	2	\$923,657,089	4	\$363,567,812	5	\$412,698,027
Barton Malow Co.									17	\$108,624,570
Batson-Cook Co.	6	\$306,463,088	9	\$174,327,388	16	\$124,413,390	15	\$105,791,631	10	\$199,952,438
BE&K Building Group Inc.									25	\$69,165,113
Bovis Lend Lease Inc.									2	\$987,900,000
Brasfield & Gorrie LLC	3	\$610,198,000	3	\$554,752,320	3	\$501,237,000	2	\$600,000,000	3	\$680,000,000
C.D. Moody Construction Co. Inc.									22	\$76,037,073
Catamount Constructors Inc.	23	\$87,319,214	21	\$92,147,837	20	\$91,686,000	24	\$70,000,000		
Choate Construction Co.	8	\$250,776,409	5	\$488,332,040	4	\$482,410,130	3	\$429,762,818	6	\$358,636,006
DPR Hardin Construction	14	\$160,000,000			5	\$463,575,165	7	\$323,794,452	8	\$305,153,480
Duke Realty Corp.			23	\$87,914,000						
Fortune-Johnson Inc.	10	\$189,035,000	8	\$192,000,000	18	\$92,800,000			20	\$96,480,000
Gilbane Building Co.					25	\$69,121,000	21	\$76,900,000	21	
H.J. Russell & Co.			18	\$109,394,642					16	\$126,423,956
Hogan Construction Group LLC.	22	\$88,187,000	24	\$84,000,000	21	\$82,000,000	17	\$93,000,000		\$93,672,000
Holder Construction Co.	1	\$1,757,000,000	1	\$1,154,000,000	1	\$1,766,000,000	1	\$1,611,000,000	1	\$1,253,000,000
Hunt Construction Group Inc.					10	\$230,020,000				
Integra Construction Inc.	24	\$82,088,301			24	\$70,995,857			24	\$74,176,326
JE Dunn Construction Co.	9	\$226,677,848	11	\$153,445,943	13	\$151,791,479				
Juneau Construction Company LLC	16	\$122,512,558	22	\$91,929,847	17	\$103,639,342	22	\$75,874,637	22	\$91,274,091
Kajima Building and Design Group Inc.	20	\$95,743,054	16	\$118,632,552						
KBR Inc.			13	\$142,526,892	6	\$282,271,426	8	\$224,420,301		
Manhattan Construction Co.			12	\$143,476,133	19	\$92,659,000	14	\$117,000,000	12	\$181,656,000
McCarthy Building Companies Inc.	25	\$81,000,000			18	\$91,455,000	15	\$128,476,000		
New South Construction Company Inc.	12	\$173,000,000	14	\$124,290,000	12	\$187,000,000	11	\$149,900,000	14	\$172,180,000
Panattoni Construction Inc.					25	\$60,000,000				
Primus Builders Inc.			25	\$82,288,845	23	\$73,819,270	19	\$89,711,843		
R.J. Griffin & Co.					9	\$191,118,106	9	\$191,118,106	9	\$257,788,870
RA-LIN & Associates Inc.	21	\$88,542,267	20	\$96,807,918			20	\$80,654,960	19	\$100,060,756
R.K. Redding Construction Inc.									23	\$80,687,835
Skanska USA Building Inc.	13	\$162,388,169	10	\$154,575,556	14	\$143,561,387	13	\$117,429,410	13	\$174,374,269
T.D. Farrell Construction Inc.	17	\$121,595,708	19	\$97,613,549						
The Conlan Co.	4	\$333,187,687	6	\$306,400,825	11	\$200,015,234	16	\$104,263,155	18	\$106,691,533
The Winter Construction Co.	15	\$134,000,000			15	\$130,000,000				
The Yates Companies Inc.	19	\$110,543,855	15	\$124,250,067						
Turner Construction Co.	11	\$188,024,376	17	\$110,837,000	8	\$264,718,000	5	\$350,000,000	4	\$437,788,292
Venture Construction Co.							12	\$137,040,100		
W.H. Bass Inc.	18	\$118,732,625								
Whiting-Turner Contracting Company Inc.	5	\$323,583,729	7	\$294,019,289	9	\$262,314,450	10	\$188,086,959	11	\$183,558,514
<b>Total Georgia contract revenues recognized for Top 25 companies over 5 years</b>		<b>\$5,514,965,413</b>		<b>\$6,419,853,650</b>		<b>\$7,143,530,640</b>		<b>\$6,057,189,467</b>		<b>\$7,033,089,236</b>

SOURCE: ATLANTA BUSINESS CHRONICLE'S TOP 25 COMMERCIAL CONTRACTORS LISTS

**NUMBER OF OFFICES COMPANYWIDE**

Balfour Beatty U.S.	67
Turner Construction Co.	46
Whiting-Turner Contracting Company Inc.	31
Skanska USA Building Inc.	25
JE Dunn Construction Co.	20
The Yates Companies Inc.	20
DPR Hardin Construction	19
Archer Western Contractors Ltd.	18
McCarthy Building Companies Inc.	13
Brasfield & Gorrie LLC	8
Kajima Building and Design Group Inc.	8

**2013 ATLANTA CONTRACTS AWARDED**

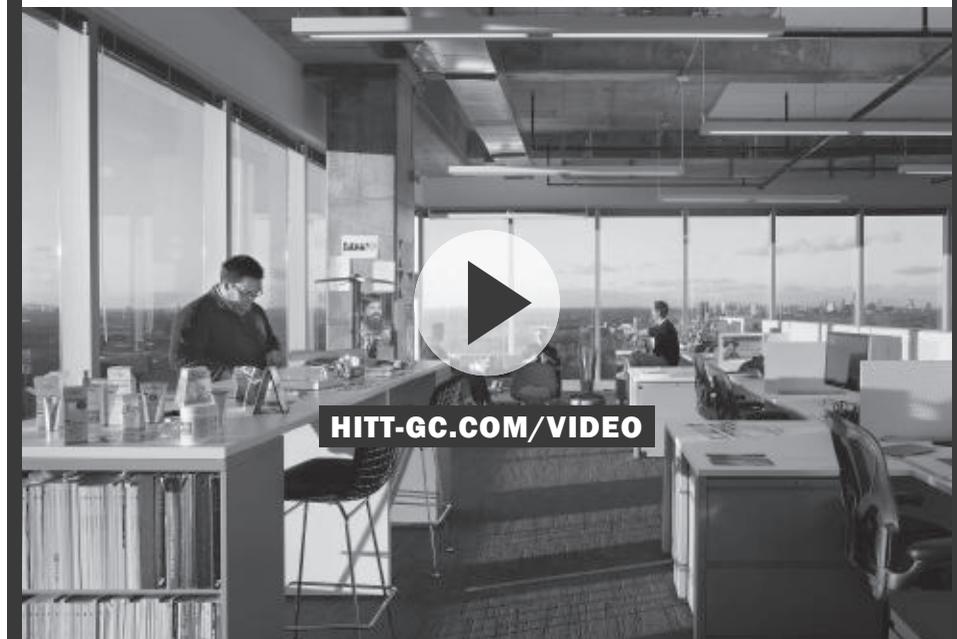
Archer Western Contractors Ltd.	\$639,331,054
Brasfield & Gorrie LLC.	\$627,000,000
Holder Construction Co.	\$421,000,000
Batson-Cook Co.	\$320,563,481
Choate Construction Co.	\$177,914,334
The Winter Construction Co.	\$150,000,000
Whiting-Turner Contracting Company Inc.	\$145,451,184
DPR Hardin Construction	\$125,000,000
JE Dunn Construction Co.	\$111,095,843
Turner Construction Co.	\$89,150,185



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## SPECIAL SECTION

## BUILD GEORGIA AWARDS 2014 - COMPANIES FROM \$20 MILLION TO \$50 MILLION



## CALCULATED RISK PUTS PROJECT IN THE BLACK

R.K. Redding Construction Inc.  
Allied Healthcare Building  
Construction Management at Risk  
NEW

Construction of the **West Georgia Technical College Foundation's Allied Healthcare Building** in Newnan faced obstacles before ground was ever broken. With privately generated funding through the foundation delayed for more than a year, the team at **R.K. Redding Construction Inc.** was forced to get creative in order to meet a 13-month project timeline.

When the foundation made the decision to release \$1.5 million ahead of fundraising completion, Redding was able to execute an exhaustive, value engineering-focused pre-construction plan for the \$8 million, 46,000-square-foot facility.



## DINING HALL STAYS OPEN FOR EXTENSIVE REMODEL

Piedmont Construction Group  
Gordon State College Dining Hall  
Renovations and Additions  
Construction Management at Risk  
INTERIOR BUILD-OUT

As its student population climbed, **Gordon State College** in Barnesville realized it needed to make significant upgrades to its existing dining options. While in the process of planning such an expansion, the college decided to add a 7,000-square-foot addition to include a Mongolian wok, hamburger and French fry station, multiple fountain drink machines and breakfast options to its menu. Because the new dining hall's operations needed to continue throughout construction, the **Piedmont Construction Group** team staggered construction to minimize the impact on students.



## JOHNS CREEK UMC RISES TO NEW HEIGHTS

Van Winkle Construction  
Johns Creek United Methodist Church  
Construction Management at Risk  
RENOVATION

**Johns Creek United Methodist Church** in Duluth selected **Van Winkle Construction** to perform extensive renovations and additions to its campus, including installation of a 7-acre soccer complex and an upgrade to the church's bell tower.

The \$9.5 million project was financed by a capital campaign run by the church, and the two-year project faced several challenges along the way.

In addition to funding restrictions due to the economic downturn, church operations could not be interrupted during the renovations.



## GC RACES CLOCK ON MARTA OPERATIONS CENTER

Cooper & Co. General Contractors Inc.  
MARTA Integrated Operations Center  
Design-Bid-Build  
HIGHWAY AND TRANSPORTATION

Winning the bid to build the **MARTA Integrated Operations Center** in Chamblee came with an unusually punitive caveat: If Phase I was not completed by day 222, liquidation damages in the amount of \$27,600 per day would be enforced. The three-phase project consisted of a 21,000-square-foot building renovation with a 7,000-square-foot command center, 310,000-gallon underground detention structures and the installation of 5 miles of data cables from various substations. **Cooper & Co. General Contractors Inc.** performed construction while the MARTA Chamblee station remained operational.

## STORM-DAMAGE REPAIRED AT SCHOOL DISTRICT

Piedmont Construction Group  
Westside High School  
Design-Build  
RENOVATION

Three **Bibb County School District** buildings received much-needed permanent repairs following damage from a 2007 tornado. In May 2013, the district selected **Piedmont Construction Group** to undertake extensive roofing and HVAC overhauls.

The \$7.2 million project consisted of restoring the 180,000-square-foot **Westside High School**, and also included work at **Rutland High School** and the **Board of**



## Education Central Office.

The goal of the project is to restore functionality and increase energy efficiency. The Piedmont Group worked to include regionally and environmentally sustainable building practices, including the use of low-flow plumbing fixtures, high-efficiency HVAC systems and exterior "green" screen walls to reduce energy consumption.

## GEORGIA GETS FIRST UNAFFILIATED ARMORY

Cooper & Co. General Contractors Inc.  
Cumming Battle Field Surveillance Brigade  
Design-Bid-Build  
FEDERAL AND HEAVY

The \$19.7 million **Cumming Battle Field Surveillance Brigade** is the first armory center in Georgia that is not affiliated with a military base, and upon its completion it became home to about 50 guardsmen during the week and more than 300 on the weekends. The 12-acre site is home to a two-story LEED Silver-certified building and adjacent to a 200,000-square-foot parking lot. Due to the nature of the structure, **Cooper & Co.**



**General Contractors Inc.** installed secure communications and conference rooms, reinforced structural walls and site measures to keep traffic away from the building. The team also installed a more than 35-foot retaining wall, which was constructed with two underground sand filters, and one detention vault, all within 500 feet of Lake Lanier and 25 feet from its tributary.

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**SPECIAL SECTION**

**BUILD GEORGIA AWARDS 2014 - COMPANIES FROM \$50 MILLION TO \$100 MILLION**



**REPLACEMENT SCHOOL OFFERS MANY AMENITIES**

Carroll Daniel Construction Co.  
Smyrna Area Replacement Elementary School  
Design-Bid-Build  
NEW

**Carroll Daniel Construction Co.** was the successful builder for the Smyrna Area Replacement Elementary School, a \$19.7 million project at Windy Hill and Atlanta roads. Before pad work began on the 153,000-square-foot structure, 180,000 square feet of existing apartment buildings were demolished and six large concrete site walls were constructed.



**GC SHOWCASES LOCAL TALENT**

Hogan Construction Group LLC  
Tanner Medical Center — Bremen Urgent Care  
Design/Build  
NEW

**Hogan Construction Group LLC** had 16 weeks to construct, finish, furnish and stock **Tanner Medical Center's** new Urgent Care Facility in Bremen due to a long-term lease agreement the facility had with a new tenant. Terms of the lease were contingent upon the building being open to treat patients by Sept. 1, 2013. The \$1.92 million facility is an 11,000-square-foot building of masonry and steel.



**OLD HOTEL REGAINS LUSTER**

J.M. Wilkerson Construction Co. Inc.  
The Imperial Hotel Restoration Project  
Design-Bid-Build  
RENOVATION

**The Imperial Hotel** in Atlanta is known for its bay windows and long history of housing the road crew of the Metropolitan Opera, but the building, constructed in 1910, needed lots of TLC to be transformed into the residential apartments it is today. **J.M. Wilkerson Construction Co. Inc.** spent 14 months restoring the interior and exterior of the nine-story building and added 90 apartments.



**GROCERY REMODEL FROM OUTSIDE IN**

Collins & Arnold Construction Co. LLC  
Kroger Expansion/Remodel — Carrollton  
Design-Bid-Build  
NEW

**Collins & Arnold Construction Co. LLC** undertook the renovation and expansion of **Kroger** in Carrollton, building the existing 54,000-square-foot store out to 123,000 square feet. But the kicker was the new construction needed to occur while the busy shopping center stayed open. The approximately \$8 million project came in on budget.

**MELDING THE PAST AND PRESENT**

Gay Construction Co.  
Historic Renovations & Addition — The University of North Georgia  
Construction Management at Risk  
RENOVATION

When the **Georgia Board of Regents** design program provided funding for partial renovations of four buildings at **The University of North Georgia** in Dahlonega, the school decided to maxi-



mize the project's potential by modernizing the structures. **Gay Construction Co.** was chosen to make over two buildings from the 1930s and two from the 1960s.

**SITE CLEANUP NEEDED FOR ANNEX**

Hogan Construction Group LLC  
DeKalb Central Library Annex and Processing Center  
Construction Management at Risk  
NEW

The site for the **DeKalb Central Library Annex and Processing Center** was chosen because it was the home of the original processing center back in the early 1960s. But, the site had become the county's incinerator and landfill. **Hogan**



**Construction Group LLC** removed contaminated soils, graded challenging terrain and navigated a complex foundation package.

**SHUTTERED BAR BECOMES CHURCH**

Hogan Construction Group LLC  
Freedom Church Renovation  
Construction Management at Risk  
RENOVATION

**Freedom Church** originally planned to demolish the 12,500-square-foot building on the lot it purchased in Acworth. The structure was once a bar called "Nashville Sound," and later the home of auto auctions. Because the budget would not extend as far as a new building, the contractors worked with designers and the church staff to find ways to fit the require-



ments of the church into the existing one. The final product came in at \$1.2 million and involved gutting the existing building, with several trades donating some services. **Hogan Construction Group LLC** helped coordinate these efforts.

**SCHOOL CONSERVES TIME, MONEY**

Parrish Construction Group  
C.B. Watson Primary School  
Construction Management at Risk  
NEW

When **Parrish Construction Group** was chosen to build **C.B. Watson Primary School** in Warner Robins, it set out to keep the new building energy-efficient. It succeeded with flying colors — in fact, according to energy usage reports provided by the Director of Facilities for the **Houston County Board of Education**, the school is now the most efficient in the



district. The nearly 82,000-square-foot school includes administrative and personnel offices, a media center, a clinic, a cafeteria with a state-of-the-art kitchen, a gym, two computer labs, 42 classrooms and a secured vestibule front entry.

**STADIUM IN TIME FOR CELEBRATION**

Parrish Construction Group  
McConnell-Talbert Stadium  
Construction Management at Risk  
RENOVATION

**Parrish Construction Group's** No. 1 concern with taking on the **McConnell-Talbert Stadium** renovations in Warner Robins was that the owner wanted all work to be completed by July 4, 2013, two weeks ahead of schedule, for the county's annual Fourth of July celebration. Inclement weather chal-



lenged the team even further by delaying demolition of existing elements of the stadium by one month. With extensive planning and coordination, Parrish completed the new stadium on July 1.



**The Outlet Shoppes at Atlanta**  
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# ATLANTA'S TOP 25 INTERIOR COMMERCIAL CONTRACTORS

RANKED BY GEORGIA INTERIOR CONTRACT REVENUE

Rank	Company name / Prior rank / Website	Address	2013 Georgia interior contract revenue*	% of revenue built by base company <sup>§</sup>	2013 Atlanta interior contract revenue <sup>†</sup>	2013 companywide revenue	Number of Atlanta employees	Partial listing of areas of specialty	Chief Atlanta officer(s)	Year est. in Atlanta
1	<b>Holder Construction Co.</b> ① www.holderconstruction.com	3333 Riverwood Parkway, Suite 400 Atlanta, Ga. 30339 770-988-3000	\$227,000,000	100%	\$53,000,000	\$1,757,000,000	229	corporate and commercial office, higher education, hospitality, data centers	David W. Miller	1960
2	<b>Brasfield &amp; Gorrie LLC</b> ② www.brasfieldgorrie.com	1990 Vaughn Road N.W., Suite 100 Kennesaw, Ga. 30144 678-581-6400	\$158,610,000	41%	\$69,123,000	\$2,325,314,363	566	commercial, interiors, health care, multifamily, hospitality, education, federal, municipal, industrial	Rob Taylor, Trey Sanders	1984
3	<b>Choate Construction Co.</b> ③ www.choateco.com	8200 Roberts Drive, Suite 210 Atlanta, Ga. 30350 678-892-1200	\$141,361,644	37%	\$101,698,481	\$592,223,253	174	general construction, construction management and design-build: corporate, retail/hospitality, health care, biomedical, multifamily	William Millard Choate, Mike Hampton, David Page, Joe Lain, Steve Soteres	1989
4	<b>JE Dunn Construction Co.</b> ^ ④ www.jedunn.com	800 Mount Vernon Highway N.E., Suite 200 Atlanta, Ga. 30328 770-551-8883	\$108,251,560	70%	\$92,282,964	\$2,223,600,000	204	health care, higher education, K-12, aviation, corporate, mission critical, multifamily	Mike Bartlett	1985
5	<b>HITT Contracting Inc.</b> ⑤ www.hitt-gc.com	510 14th St., Suite 100 Atlanta, Ga. 30318 770-916-1166	\$76,310,000	0%	\$36,900,000	\$921,300,000	53	commercial interiors, government, data centers, retail, law firms	Ryan Bixler	1998
6	<b>The Conlan Co.</b> ⑦ www.conlancompany.com	1800 Parkway Place, Suite 1010 Marietta, Ga. 30067 770-423-8000	\$61,126,324	0%	\$28,003,551	\$354,139,851	44	office, warehouse, medical, manufacturing, institutional	Gary Condron	1987
7	<b>Humphries and Co. LLC</b> ⑥ www.humphriesandcompany.com	4581 South Cobb Drive, Suite 200 Smyrna, Ga. 30080 770-434-1890	\$56,923,536	0%	\$56,923,536	\$56,923,536	90	corporate office interiors, law firms, higher education, base building repositioning, data centers, retail	James Humphries	1981
8	<b>Leapley Construction Group of Atlanta LLC</b> ⑭ www.leapleyconstruction.com	180 Interstate North Parkway, Suite 140 Atlanta, Ga. 30339 770-850-8711	\$48,583,828	0%	\$48,583,828	\$48,583,828	39	law firms, health care, education, corporate headquarters, office interiors	Meredith Leapley, Alan Scoggins, Carson Pilcher	1999
9	<b>Skanska USA Building Inc.</b> ⑮ www.usa.skanska.com	55 Ivan Allen Jr. Blvd., Suite 600 Atlanta, Ga. 30308 404-946-7400	\$48,063,513	0%	\$46,692,669	\$351,578,107	96	law firms, corporate commercial interiors, higher education, retail, hospitality, museums, multimedia, medical office	Bob Ferguson	1905
10	<b>New South Construction Co. Inc.</b> ⑩ www.newsouthconstruction.com	1132 West Peachtree St. N.W., Atlanta, Ga. 30309 404-443-4000	\$45,533,000	15%	\$45,533,000	\$173,083,000	153	aviation, criminal justice, higher education, industrial, K-12 schools, municipal/local government, office, private clubs, sports, warehouse	Douglas C. Davidson	1990
11	<b>Asa Carlton Inc.</b> ^ ⑧ www.asacarlton.com	5224 Palmero Court, Buford, Ga. 30518 770-945-2195	\$42,897,093	0%	\$4,519,712	\$42,897,093	125	retail, office, hospitality, multifamily, construction, renovation	Brannon A. Floyd, Scott L. Hester	2003
12	<b>Structor Group Inc.</b> ⑬ www.structorgroup.com	3200 Cobb Galleria Parkway, Suite 250 Atlanta, Ga. 30339 770-226-8096	\$42,000,000	0%	\$40,500,000	\$42,000,000	45	health care, higher education, interior renovation, restaurants	Jeff Stratton	2006
13	<b>DPR Hardin Construction</b> ⑭ www.dprhardin.com	3301 Windy Ridge Parkway, Suite 400 Atlanta, Ga. 30039 404-264-0404	\$34,000,000	NA	\$18,000,000	\$2,456,000,000	217	advanced technology, health care, higher education, corporate office, life sciences, multifamily, hospitality, senior living, retail	Russ Brockelbank, Justin Griffin, Andy Andres	1947
14	<b>Turner Construction Co.</b> ⑮ www.turnerconstruction.com/atlanta	3560 Lenox Road, Suite 1100 Atlanta, Ga. 30326 404-504-3700	\$33,309,046	0%	\$27,111,546	\$10,100,000,000	34	corporate commercial interiors, renovations, higher education, criminal justice, mission critical/data centers	Shannon W. Hines	1976
15	<b>Integra Construction Inc.</b> ⑰ www.integraconstruction.com	185 Allen Road, Suite 100 Atlanta, Ga. 30328 770-953-1200	\$30,663,811	NA	\$11,780,760	\$92,241,131	48	office, mission critical, medical, assisted living, interiors, retail, industrial, resort, sports facilities	David B. Blackmore	1994
16	<b>Hogan Construction Group LLC</b> ⑰ www.hoganconstructiongroup.com	5075 Avalon Ridge Parkway, Norcross, Ga. 30071 770-242-8588	\$26,248,000	20%	\$21,634,942	\$102,374,000	62	K-12, higher education, municipal, health care, retail, office, industrial, recreational, data centers, adaptive reuse	Steele McCown	1998
17	<b>CA South LLC</b> * www.ca-south.com	1000 Parkwood Circle, Suite 100 Atlanta, Ga. 30339 678-302-0606	\$25,198,000	0%	\$23,450,000	\$25,198,000	30	corporate office interiors, data centers, hospitality, medical, education	Lori Holibaugh, Stacy Knight, Brandon Cleghorn	2009
18	<b>Kinzey Construction Co.</b> ⑱ www.kinzeyconstruction.com	4200 Northside Parkway, Building 14, Suite 300 Atlanta, Ga. 30327 404-814-6000	\$24,249,000	0%	\$24,249,000	\$24,249,000	34	corporate office, base building modifications, industrial, medical, law firms, data centers	Brad Kinzey, Todd Evans	1985
19	<b>Cork-Howard Construction Co.</b> ⑲ www.corkhoward.com	2121 New Market Parkway, Suite 118 Marietta, Ga. 30067 770-690-0800	\$23,600,000	0%	\$21,500,000	\$26,400,000	46	corporate office interiors, health care, mission critical/data centers, hospitality, nonprofits, financial	Gene Cork	1995
20	<b>Catamount Constructors Inc.</b> * www.catamountinc.com	10 Mansell Court E., Suite 150 Roswell, Ga. 30076 770-518-2800	\$23,205,511	5%	\$14,990,490	\$319,682,168	59	retail, industrial, residential, office, energy, religious/cultural, health care, hospitality, government	Jeff Sidwell, Rich Squillace, Chris Yancey	1999
21	<b>Scott Contracting LLC</b> ⑳ www.scott-contracting.com	2775 Premiere Parkway, Suite 400 Duluth, Ga. 30097 678-584-0423	\$22,495,000	0%	\$22,495,000	\$22,495,000	33	office, industrial, medical, retail, law firm, restaurant	Mark Scott	2003
22	<b>Batson-Cook Co.</b> ^ * www.batson-cook.com	200 Galleria Parkway, Suite 1300 Atlanta, Ga. 30339 770-955-1951	\$22,371,573	23%	\$19,546,678	\$358,222,000	245	health care, manufacturing/industrial, multifamily, hospitality, cultural, educational, office, parking, retail, interiors	R. Randall Hall, David Barksdale, Kevin Appleton, Curt Rigney, Dave Schoendorf	1959
23	<b>Duke Realty Corp.</b> ㉑ www.dukerealty.com	3715 Davinci Court, Suite 300 Peachtree Corners, Ga. 30092 770-717-3200	\$21,531,000	0%	\$18,196,000	\$62,6425,000	75	bulk industrial warehouse, office, medical office	Chris Brown	1965
24	<b>Warren-Hanks Construction Co. Inc.</b> ㉒ www.warrenhanks.com	1736 Sands Place S.E., Marietta, Ga. 30067 770-984-0660	\$20,617,000	0%	\$20,617,000	\$20,617,000	30	health-care facilities, class A office interiors, data centers, financial institutions	Gene Warren, James A. Hanks	1994
25	<b>Balfour Beatty U.S.</b> * www.balfourbeattyus.com	600 Galleria Parkway, Suite 1800 Atlanta, Ga. 30339 678-921-6800	\$20,611,798	19	\$20,611,798	\$4,524,174,000	258	higher education, K-12, government, corporate office, interiors, retail, hospitality, data centers, multifamily	Al Petrangeli	2001

\* Revenue recognized for work performed by the Georgia office, regardless of where the project was located. Figures do not include any base building revenue.  
<sup>§</sup> Percentage of Georgia interior contract revenue recognized for a 100 percent single-tenant occupant, in a building built by the company's base building company.

<sup>†</sup> Projects in the 20-county metro Atlanta area only. Figures do not include any base building revenue.  
<sup>^</sup> Company submitted a statement of verification supporting figures.  
 NA - Not available or not applicable  
 \* Not ranked or not relevant

SOURCES: Atlanta Business Chronicle research and the companies

It is not the intent of this list to endorse the participants or to imply that the size of a company indicates its quality. Although every attempt is made to ensure the accuracy and thoroughness of Atlanta Business Chronicle charts, omissions sometimes occur. All information listed is based on responses from the companies to Atlanta Business Chronicle surveys. Please send corrections or additions to pconn@bizjournals.com.

**SPECIAL SECTION**

**BUILD GEORGIA AWARDS 2014 - COMPANIES FROM \$50 MILLION TO \$100 MILLION**

**UWG GETS NEW COMPLEX**

RA-LIN and Associates Inc.  
The University of West Georgia: East Village  
Construction Management at Risk  
NEW



Forecasting further expansion of their already 12,000-strong student body, the Carrollton-based **University of West Georgia** contracted **RA-LIN and Associates Inc.** to construct three new buildings as part of the East Village Dining and Housing complex. The \$34.9 million project included two new residence halls with 460 beds and a 30,000-square-

foot dining and office facility, as well as renovations to an existing 290-bed residence hall. The project was slated 345 days for completion, an aggressive timeline considering the project required demolition of two existing halls and coordination of 86 subcontractors.

**CLASSIC CENTER GOES CONTEMPORARY**

R.W. Allen LLC  
The Classic Center  
Construction Management at Risk  
NEW



**The Classic Center**, situated in the heart of downtown Athens, recently completed a 72,000 total-square-foot expansion of its facilities with the help of Augusta-based **R.W. Allen LLC**.

The project consisted of a 42,000-square-foot Grand Hall expansion, an 18,000-square-foot pre-function

expansion, and an 18,000-square-foot atrium to connect the existing theater with the newly expanded Grand Hall. The building was surrounded by an existing building and two streets that had to remain open during construction.

**BUILD GEORGIA AWARDS 2014 - COMPANIES OVER \$100 MILLION**



**BUILDING BEATS TIGHT DEADLINE**

Brasfield & Gorrie LLC  
Northside-Cherokee Towne Lake Medical  
Office Building  
Construction Management at Risk  
NEW

Due to a strict budget and schedule demands from the client, **Brasfield & Gorrie LLC's** work on the Northside-Cherokee Towne Lake Medical Office Building in Woodstock began far before ground was actually broken. A guaranteed maximum price and accelerated schedule was agreed upon based on a few conceptual sketches and renderings, which the firm believes were the key to the project's success. The overall cost model of the building depended highly upon the anticipated lease commitments, which were constantly changing. The project was delivered below budget and almost six weeks ahead of schedule.



**NEW CITY CENTER BOASTS NATATORIUM AND VOTER REGISTRATION**

Brasfield & Gorrie LLC  
Columbus City Services Complex  
Construction Management at Risk  
NEW

The new **Columbus City Services Center** in Columbus consists of a 135,000-square-foot parking deck, a 63,000-square-foot office building and a 51,000-square-foot natatorium with a 50-meter Olympic-size pool and a separate four-lane, 25-yard warm-up pool. The office building includes areas for tax, tag and voter registration, as well as a police precinct. These services have raised flooring for conduit and electrical rough-in, as well as a boardroom for the Columbus City County Chambers, two vaults, executive meeting rooms, break rooms and a TV studio that will be home to CCG-TV.



**WHITewater PROJECT HELPS PLANET**

Batson-Cook Co.  
Chattahoochee River Restoration/  
Columbus Whitewater Project  
Construction Management at Risk  
FEDERAL AND HEAVY

When **Batson-Cook Co.** was chosen for these projects, it had the unique opportunity to both help the environment and build the world's largest urban whitewater course in Columbus.

To construct the Columbus Whitewater Project, the team performed a variety of diverse tasks, including removing two different 200-year-old dams, installing sills with grouted boulders to re-contour the bed of the river to create the whitewater course and relocate boulders in the river to change its flow. They also created a "habitat pool" from an offshoot of the river to serve as a habitat for fish and wildlife.



**SAVING GREEN IN SEVERAL WAYS**

Batson-Cook Co.  
Benton House Alpharetta  
Construction Management at Risk  
NEW

Built by **Batson-Cook Co.**, **Benton House** of Alpharetta is a single-story assisted living facility with 55 units and 68 beds. The 38,000-square-foot facility includes a full-service kitchen, memory care area, interior courtyards, resident units, media room, hair salon and home activities area. The project posed a challenge because of its location on a brownfield site, which is a designation the **Georgia Environmental Protection Division** gives to areas that require cleanup actions to correct contaminated soil or groundwater. Benton House was built with a modular/panel wood exterior, which yielded a 15 percent savings in natural resources and materials.



**AQUATIC CENTER MAKES A SPLASH**

New South Construction Co.  
Cherokee County Aquatic Center  
Design-Bid-Build  
NEW

With a variety of natatory amenities, the new **Cherokee County Aquatic Center** promises fun for the whole family. The new facility on 37 acres in Holly Springs houses a 50-meter competition pool, 25-meter warm-up pool, locker and shower rooms, and other space. It is also home of the **Oasis**, a 10,000-square-foot outdoor leisure pool with two three-story water slides, a zero-depth entry area and a lazy river. To complete the nearly \$16 million project, **New South Construction Co.** blasted and removed more than 8,000 cubic yards of rock, erected nine 21,000-pound arched steel roof trusses and installed a 10,000-pound fiberglass bulkhead platform.



**EMPTY BUILDING NOW LUXE HOTEL**

New South Construction Co.  
Hyatt Midtown  
Design-Bid-Build  
RENOVATION

The **Hyatt Midtown** renovations began with an unoccupied 11-story building at the corner of 10th and Peachtree streets in Midtown, but the finished product barely resembles the original structure. **New South Construction Co.** bid on and won two separate packages for this project – interior and exterior.

Exterior work consisted of completely stripping away and rebuilding the facade, leaving only the exposed superstructure of the building. The exterior re-skin required a complex interworking system of mast climbers that used outriggers for different stages of the project and multiple planks of an engineered scaffolding system.



Pickens County Courthouse -  
Renovation & Addition

Aviation | Clubhouses | Criminal Justice | Education K-12  
Federal | Higher Education | Housing | Industrial  
Office | Multi-Family | Municipal | Office  
Religious | Special Use | Sports  
Tenant Improvement



Emory University -  
Cannon Chapel Renovation

## SPECIAL SECTION

## BUILD GEORGIA AWARDS 2014 - COMPANIES OVER \$100 MILLION

## CUSTOM ELEMENTS PUT IN AT CONFERENCE CENTER

Brasfield & Gorrie LLC  
Word of Faith Riverside EpiCenter  
Construction Management at Risk  
NEW

**B**uilding Word of Faith Church's Riverside EpiCenter in Austell afforded contractor **Brasfield & Gorrie LLC** the chance to build far more than the average church conference center. The 120,639-square-foot building is decked out with a custom 600-seat theater, a fitness center with a running track and NCAA-regulation basketball court, a health club, a six-lane



bowling alley, an arcade, a rock climbing wall, an interactive learning center, retail space, two concession bars and a café.

The center, across the street from the church and visible from Interstate 20, is equipped with energy-efficient fixtures, native landscaping and recycled materials.

## PLANET-SAVING PRACTICES TRIM BUDGET

Elkins Constructors Inc.  
Brunswick High School  
Construction Management at Risk  
NEW

**T**he innovative ideas that **Elkins Constructors Inc.** brought to the table saved **Brunswick High School's** budget \$8 million, but the non-monetary savings from the project are both considerable and hard to measure. Elkins' practices were as green as possible. The construction manager recycled construction waste



and the team did its best to conserve the existing landscape surrounding the project site in Brunswick. On the company's suggestion, the school had a geothermal HVAC system installed that will save \$10,000 a month in heating and cooling costs.



## DESPITE ASBESTOS, SCHOOL READY

JE Dunn Construction Co.  
Atlanta Public Schools New North Atlanta High School  
Construction Management at Risk  
RENOVATION

**T**he almost \$90 million renovation of **Atlanta Public Schools' North Atlanta High School** was the most high-profile project undertaken by **JE Dunn Construction Co.**, so the general contractor made sure to stay organized throughout the process, and even had a website to stay connected with the approximately 85 subcontractors affiliated with the project. A significant dilemma presented itself when the team found more than \$2 million of asbestos in the building, rather than the \$20,000 originally estimated. Six months were spent on abatement, but the classroom building, which was Phase I of the project, was finished for the fall 2013 semester.



## TEAMWORK KEEPS AIRPORT TRAFFIC MOVING

Holder Construction, C.D. Moody Construction Co. and Bryson Constructors  
Hartsfield-Jackson Atlanta International Airport Concourse D Midpoint Expansion and Renovation  
Construction Management at Risk  
RENOVATION

**E**xpanding and renovating a concourse at the world's busiest airport is no small undertaking, but through a joint venture of **Holder Construction, C.D. Moody Construction Co.** and **Bryson Constructors**, the project of **Hartsfield-Jackson Atlanta International Airport's** Concourse D was a success. Modifications included core/shell improvement to prepare for significant new concessions, the addition of atrium-like spaces to provide additional circulation and two escalators through the apron to pave a way to the underground connector below.



## TECH GETS NEW TENNIS CENTER

New South Construction Co.  
Ken Byers Tennis Complex  
Construction Management at Risk  
NEW

**J**ust days after the final match was held at **Georgia Tech's** old Ken Byers Tennis Complex, the courts were demolished to make way to build anew. It was long past time for a facility upgrade, as the existing courts had seen little more than resurfacing in the way of improvements since they were built in 1985.

**New South Construction Co.** worked with the project's architects and spent about seven and a half months constructing a tennis complex worthy of Division 1 competitions, and faced issues such as poor soil conditions, drilling around existing **city of Atlanta** sewer systems and difficult weather conditions that delayed the application of final court coatings.



## TRACTOR PLANT READY TO ROLL

Kajima Building & Design Group Inc.  
Kubota Tractor Manufacturing Plant  
Design/Build  
NEW

**J**efferson's new **Kubota Tractor** manufacturing plant was the brainchild of **Kajima Building & Design Group Inc.**, who designed and built the 500,000-square-foot facility with efficiency and energy conservation in mind. The space, which includes an assembly area, warehouse and office space, was built to assemble compact tractors. It includes a paint shop with numerous concrete pits and trenches to gather wastewater for on-site treatment. The exterior walls are insulated precast concrete panels, and the joist and girder roof structure is supported by steel H-beams. The roof membrane is a white TPO product to reflect sunlight and keep the building cooler.



## NURSING SCHOOL GETS NEW SPACE

Holder Construction co.  
University of West Georgia School of Nursing  
Construction Management at Risk  
NEW

**T**he \$16.6 million **School of Nursing** at the **University of West Georgia** in Carrollton is a three-story, 65,000-square-foot building used for all functions of the **Nursing Education Department**. Included are general classrooms, seminar rooms, lecture/assembly rooms, auditoriums, laboratories and other space. **The Center for Caring**, a conference and education area with a space for hands-on observation and training, is also housed in the building. **Holder Construction Co.** used Building Information Modeling in several ways to coordinate critical details and improve communication on the project.

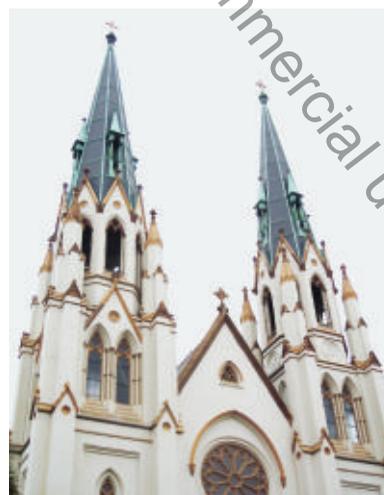


## NEW TECHNOLOGIES BENEFIT FEDERAL COMPLEX

The Beck Group  
Federal Office Building and Parking Deck  
Design/Build  
FEDERAL & HEAVY

**T**he **Beck Group** was contracted to design and build a new 268,000-square-foot, nine-story federal office building to house more than 1,000 employees along with an expanded parking deck on an existing high-security campus in Atlanta.

Critical to the project was adherence to LEED Gold standards and that the construction proceed without disrupting campus operations. The \$78.6 million project incorporated innovative building techniques such as the construction of a curved atrium ceiling that allowed 40 percent more natural light into the space, as well as emerging technologies.



## RESURRECTING SAVANNAH ICON

Rives E. Worrell Co.  
Cathedral of St. John the Baptist Spire  
Renovation  
Construction Management at Risk  
RENOVATION

**T**he **Cathedral of St. John the Baptist** is one of the most recognizable buildings in Savannah. When two earthquakes damaged the cathedral's iconic spires, the **Diocese of Savannah** selected **Rives E. Worrell Co.** to undertake the project. Although structural issues expanded the timeline by six months, the \$1.7 million project was completed in October.



## JV BUILDS DETENTION CENTER

Turner/New South Construction Co.  
Douglas County Adult Detention & Law Enforcement Center  
Construction Management at Risk  
NEW

**T**he 510,000-square-foot **Douglas County Adult Detention & Law Enforcement Center** project was a unique project planned, managed and executed by a joint venture of the **Turner Construction Co.** and **New South Construction Co.** teams. The \$101.5 million project consists of a six-building campus, which includes a law enforcement center, jail, support building, dormitory/maintenance facility, video visitation center and a firearms training range, as well as housing for maximum, medium and low-level security and medical wards.

The project is the largest jail facility in the Southeast to have achieved LEED certification for its energy-efficient features.

## SPECIAL SECTION

## BUILD GEORGIA AWARDS 2014 - SPECIALITY CONTRACTORS



PHOTOS/SPECIAL

## DATA CENTER STAYS CONNECTED

Eckardt Electric  
GNAX Fourth Electrical Service  
ELECTRICAL

When cloud services company **Global Net Access** (GNAX) needed assistance with the design and electrical scope for its data center in Atlanta, it turned to **Eckardt Electric**.

The project included the installation of a new 3000A service, a 2 megawatt generator and the distribution system these items require. The company worked with GNAX to ensure that electrical connectivity would not be interrupted by the installation process. The underground feeders had to be installed strategically because of limited space and to protect the existing feeders.



## TEAMWORK CRUCIAL FOR MARTA PROJECT

Brent Scarbrough & Co.  
MARTA Integrated Operations Center  
SITWORK

Project manager Shane Waters worked closely with contractors **Cooper & Company General Contractors Inc.** on the site work for the new **MARTA** Integrated Operations Center in Chamblee. The center houses a Rail Services Control Center, a Bus Control Center and a Police Control Center. In coordination with MARTA, the team held weekly performance meetings to discuss the issues before them. Developers **Brent Scarbrough & Co.** figured out how to operate its zero-turn excavators inside the existing building to demolish concrete sub-floors that were up to 5 feet deep.



## DEALERSHIP-TURNED-MEDICAL BUILDING GETS OVERHAUL

Eckardt Electric  
Medical Plaza 400  
ELECTRICAL

Medical Plaza 400 in Dawsonville was once a motorcycle dealership, but in just seven months, it underwent a drastic makeover to become the medical office building it is today. Due to its newly minted status as diagnostic medical center, it required electrical updates to perform services such as ultrasounds, MRIs, CT scans, bone density scans and mammographies. **Eckardt Electric** navigated the time constraints and mix of old and new building systems to overhaul the building's outlets and switches and create layout drawings, which helped the team visualize the systems they were installing.



## HOSPITAL PIPING PROJECT USES 3-D TECHNOLOGY

Rawlins Mechanical Contractors Inc.  
Piedmont Mountanside ED  
and Surgery Addition • MECHANICAL

Any construction project requires diligent planning, but **Piedmont Mountanside Hospital's** Emergency Department Expansion's 15-step process really sets the bar high. **Rawlins Mechanical Contractors Inc.** stepped in determined to prove themselves, laying underground piping successfully for the expansion, which included 10 new inpatient beds, 15 exam rooms and a two-story addition for surgical services. Project management, pre-construction and the project team communicated throughout the project, which totaled 21,419 man hours.

## RECYCLED ROCKS SAVE ON SITE WORK

Brent Scarbrough & Co.  
Atlanta Readiness Center  
SITWORK

**Brent Scarbrough & Co.** faced a big challenge when awarded the turnkey site work package for the **Atlanta Readiness Center**, which was commissioned by the **National Guard** to house 420 part- and full-time **Army National Guard** soldiers. It will open later this year.

The site had extreme terrain and 45,000 yards of rock that needed to be blasted away on-site. The developer had to quantify the rock and determine the amount of rock that could be ripped away.

With surveyors on site, the developers and contractors successfully quantified, qualified and crushed the different types of rock.



## QUICK SWITCH KEEPS THE LIGHTS ON

Eckardt Electric  
51 Peachtree Center Ave. Generator  
and UPS Replacements • ELECTRICAL

Replacing and upgrading the emergency power in an 85-year-old building is no small feat, but doing it when the building can't lose power under any circumstances seems next to impossible. That is the reality **Eckardt Electric** faced when it took on the task for 51 Peachtree Center Ave., a building that has been essential to owner **AT&T Inc.**'s operations since it was built in 1929. Throughout the project, Eckardt performed quality assurance inspections, job safety analyses, weekly safety meetings and safety inspections.



## CONFERENCE CENTER WIRED FOR SUCCESS

Dynalectric Co.  
Douglasville Conference Center  
ELECTRICAL

During the course of the \$1.2 million **Douglasville Conference Center** project, **Dynalectric Co.** faced difficulties relating to the delivery, layout, assembly and installation of the center's existing lighting fixtures, such as a dimming and lighting control panel that needed to be repaired and updated. Because specific details about the locations of panels and switches wasn't provided in the contract drawings, Dynalectric determined the components necessary to complete the job.



## HOSPITAL GETS NICE SET OF PIPES

Rawlins Mechanical Contractors Inc.  
St. Mary's Good Samaritan Hospital  
MECHANICAL

Weather issues and delays were just the beginning of the tricky issues **Rawlins Mechanical Contractors Inc.** faced at **St. Mary's Good Samaritan Hospital** in Greensboro. The company's mechanical team built a state-of-the-art medical gas and plumbing system in the 70,000-square-foot hospital in only one year. Rawlins employees laid miles of piping in the hospital, both underground and overhead. By purging the lines with a dry nitrogen during the brazing process, medical gas piping was installed to remove oxygen and prevent oxidation inside the piping.

## HELP CONTINUED FROM PAGE 1B

and working – it's just a different type of intelligence."

Although some construction management positions require a degree, other superintendents and skilled tradesmen did not attend college and are making six figures a year.

Then, there is the misconception that construction is a "dead-end job," or a field people only enter while they look for other opportunities.

"Our industry is painted as something that's not very fancy or lucrative, and that's incorrect," said Joe Tuggle, executive vice president of **Swofford Construction Inc.** "If you stay with it a while, you can make money in it."

Because schools often overlook the

importance of construction and other technical skills, the industry has mobilized its forces with organizations like CEFGA and the **Associated General Contractors of Georgia Inc.** (AGC), the statewide chapter of the **Associated Contractors of America** that has regional workforce alliances in six Georgia cities. The AGC is also responsible for the creation of CEFGA.

Mike Kenig, vice chairman of **Holder Construction Co.** and chair of the AGC's Workforce Development Taskforce, said he believes the solution lies in addressing the issue at a local level.

"The problem varies very much as you travel around the country," Kenig said. "Here in Georgia, we're only now beginning to see signs of the shortage."

CEFGA's annual Career Expo at the

**Georgia International Convention Center** in College Park gets contractors together with teachers, counselors and students to educate them about the approximately 180 construction training programs offered in Georgia.

"Our thinking is that school is where the next generation of workers are, so our focus is to get contractors into those schools and set up events where the teachers can meet them," Shelar said.

The organization helps inform high school students that they can dual-enroll in technical school courses free of charge, and it also offers a placement program that matches young people with companies looking to fill opening positions.

Since his election in 2011, Gov. Nathan Deal has advocated for skilled trades. His **Office of Workforce Development**

established the Go Build Georgia campaign. The **Downtown Atlanta Construction Workforce Consortium**, a group of about 35 construction employers, was established with the support of **Atlanta Falcons** owner Arthur Blank to find ways to address the dearth of workers. A potential solution that would be mutually beneficial would be to focus on recruiting from downtown neighborhoods with high unemployment rates.

"There's lots of construction downtown – new hotels, high-rises, the Falcons stadium – and what's been interesting over the years is that it has been one of the hardest places for us to find skilled workers," Shelar said. "Construction companies need workers, the community needs work opportunities – we feel like it's a win-win."

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