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**The Honorable William "Bill" Edwards, Mayor**  
**The Honorable Mark Baker, District 7, Mayor Pro Tem**  
**The Honorable Catherine F. Rowell, District 1 Councilmember**  
**The Honorable Carmalitha Gumbs, District 2 Councilmember**  
**The Honorable Helen Z. Willis, District 3 Councilmember**  
**The Honorable Naeema Gilyard, District 4 Councilmember**  
**The Honorable Rosie Jackson, District 5 Councilmember**  
**The Honorable khalid kamau, District 6 Councilmember**

**COUNCIL WORK SESSION MEETING AGENDA**

- I. Call to Order
- II. Roll Call
- III. Presentations
- IV. Agenda Items
  1. Council Discussion on the I-285/I-20 West Interchange Stakeholder Outreach Presentation by GA DOT (City Manager)
  2. Council Discussion on Tenant Brokerage and Commercial Real Estate Advisory Services by T. Dallas Smith & Company (City Manager)
- V. Executive Session

*When an Executive Session is Required, one will be called for the following issues: 1) Personnel, 2) Litigation or 3) Real Estate*
- VI. Adjournment



**CITY OF SOUTH FULTON**  
**COUNCIL AGENDA ITEM**  
**COUNCIL WORK SESSION**



**SUBJECT:** I-285/I-20 West Interchange Stakeholder

**DATE OF MEETING:** 11/12/2019

**DEPARTMENT:** City Manager

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**ATTACHMENTS:**

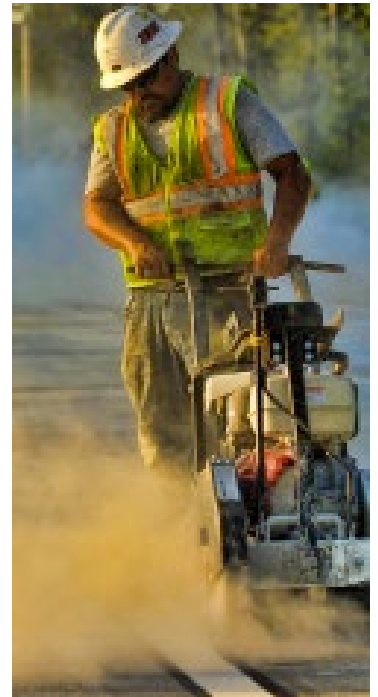
Description	Type	Upload Date
I285 / I20 West Interchange	Cover Memo	11/6/2019
MMIP Fact Sheet	Cover Memo	11/6/2019
West Interchange Fact Sheet	Cover Memo	11/6/2019



## I-285/I-20 West Interchange Stakeholder Outreach

## City of South Fulton City Council

November 12, 2019



# Agenda

- Major Mobility Investment Program
- I-285/I-20 West Interchange Project
- Discussion:
  - Stakeholder Needs
  - How We Can Help
  - Next Steps



# Major Mobility Investment Program



# Major Mobility Investment Program



\$11 billion program



Innovative delivery and  
public-private partnerships  
to accelerate projects



Adds capacity and  
improves mobility

# Types of MMIP Projects



## 4 Major Interchange Projects

- I-16/I-95
- I-285/I-20 West
- I-285/I-20 East
- I-285/Peachtree Industrial Boulevard Interchange Improvements



## 5 Major Express Lanes Projects

- I-285 Eastside
- I-285 Top End East
- I-285 Top End West
- I-285 Westside
- SR 400



## 4 Major Interstate Widening Projects

- I-85 Phase I
- I-85 Phase II
- I-16
- I-285 Westbound Collector-Distributor Lanes



## 1 Commercial Vehicle Lanes Project

- I-75



## 4 Bridge Replacement Projects

- I-285 Westside Railroad Crossing
- I-285 Westside Bridge Replacements
- I-285 Eastside Bridge Replacement
- I-285 Westbound Auxiliary Lane Extension

# MMIP Project Locations



## Interchange Reconstruction:

1. I-16/I-95
2. I-285/I-20 West
3. I-285/I-20 East

## Express Lanes:

4. I-285 Eastside
5. I-285 Top End East
6. I-285 Top End West
7. I-285 Westside
8. SR 400

## Interstate Widening:

9. I-85 Phase I
10. I-85 Phase II
11. I-16

## Commercial Vehicle Lanes:

12. I-75

## I-285 Advanced Improvement Projects:

13. I-285 Westbound Collector-Distributor Lanes
14. I-285/Peachtree Industrial Boulevard Interchange Improvements
15. I-285 Westside Railroad Crossings
16. I-285 Westside Bridge Replacements
17. I-285 Eastside Bridge Replacements
18. I-285 Westbound Auxiliary Lane Extension

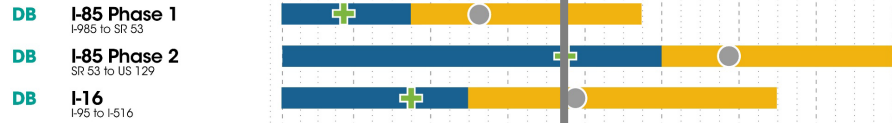
*\*Information and schedule are subject to change.*

# MMIP Schedule

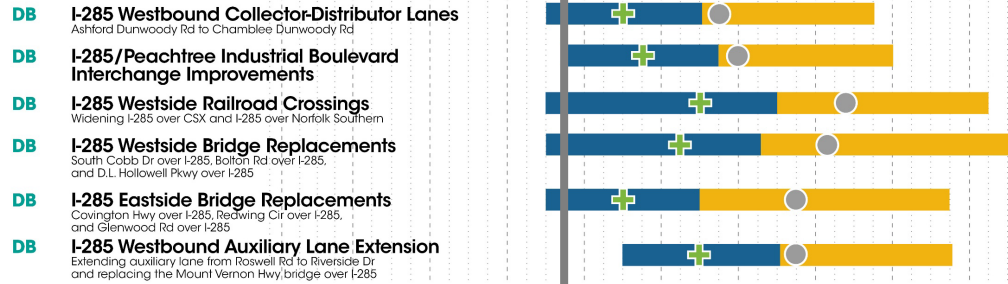
**Interchange Reconstruction:**



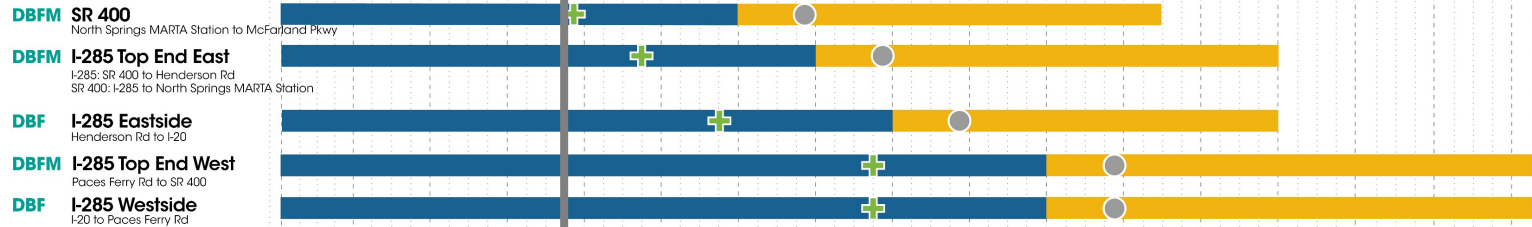
**Interstate Widening:**



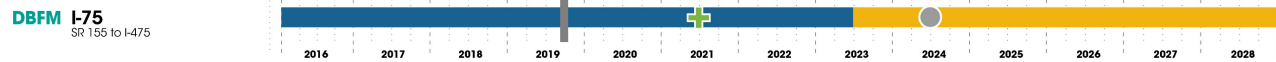
**I-285 Advanced Improvement Projects:**



**Express Lanes:**



**Commercial Vehicle Lanes:**



10-15-2019 | Dates represented are calendar years | Schedules are subject to change or refinements

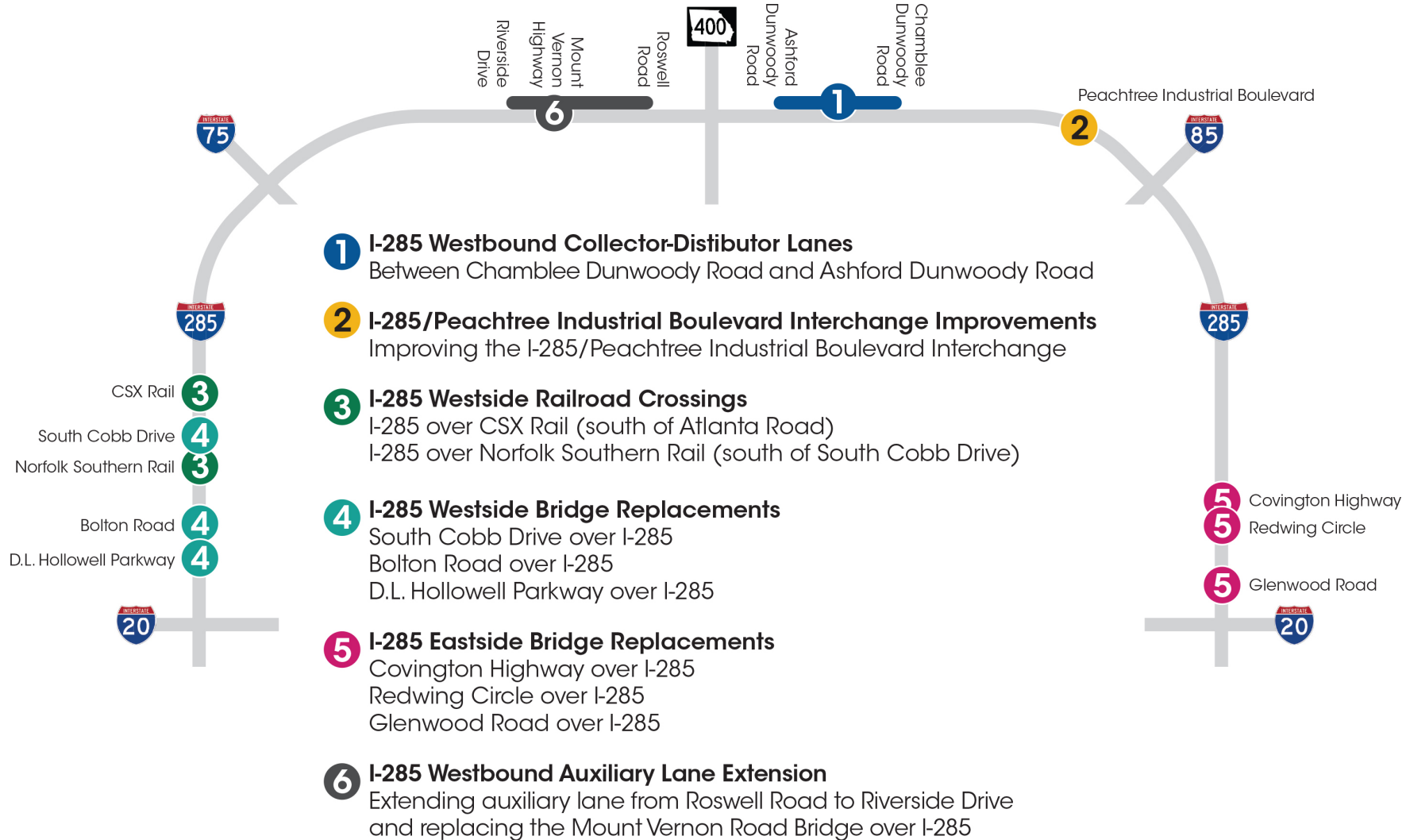


The Design-Build process compresses project schedules by overlapping activities in the design and construction phases.

\*Information and schedule are subject to change.



# I-285 Advanced Improvement Projects



\*Information and schedule are subject to change.

# I-285/I-20 West Interchange



# Planning Background

- Planning Study approximately 2006/2007 - a needs study was done to identify issues and possible solutions
- Atlanta Regional Managed Lane System Plan (GDOT, 2010) and Managed Lane Implementation Plan (GDOT, 2015) included high level consideration of the Interchange
- 2011 Feasibility Study – identified concepts that could be implemented with no ROW impacts
- Various Maintenance projects in the corridor as well

# Design-Build Vs Design-Bid-Build

**Much of GDOT's work program is delivered through the traditional Design-Bid-Build.**

## **Under Design-Bid-Build:**

- All preliminary engineering work -- right-of-way (ROW) acquisition, processing permits, and the entire design must occur prior to construction beginning.
- Project delivery may take longer due to consecutive, rather than concurrent, processes.
- Schedule impacts could lead to higher overall budget.

**Major mobility projects will be delivered through innovative methods that include Design-Build.**

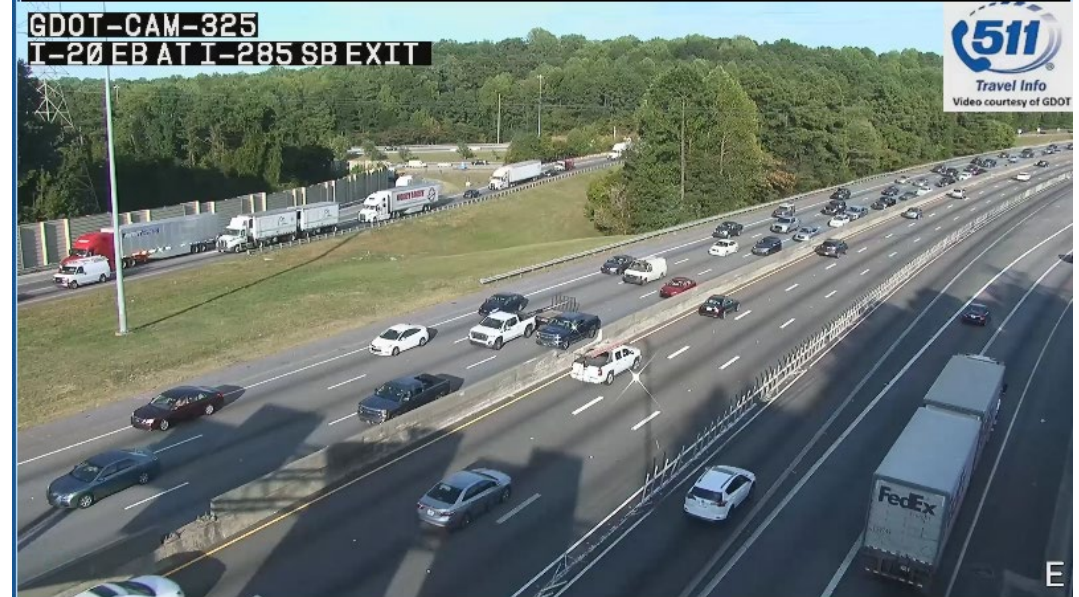
## **Under Design-Build:**

- Construction schedules are accelerated.
- Right-of-way (ROW) acquisition, permitting, and design can all occur at the same time as construction.
- Construction times are reduced, use of resources and the project budget are maximized.
- Allows contractor to propose innovative construction solutions.



# Why Are We Here?

- High Truck Traffic
- Does not meet current design standards
- Congestion
- High crash rates
- Geometric Constraints





# Project Description



The project proposes reconstruction of the I-285/I-20 West interchange and addition of lanes along I-20 in Fulton, Cobb and Douglas Counties. Improvements include:

- Construction of additional lanes and improvements along I-20 from approximately Thornton Rd to HE Holmes Dr. (8 mi.).
- Construction of I-20 WB CD system from I-285/I-20 IC through the Fulton Industrial Blvd (FIB) Interchange.
- Addition of new lane and improvements along I-285 SB from DL Hollowell Pkwy to MLK (2 mi.).
- Reconstruction of ramps at the I-285/I-20 West Interchange to remove left hand exits and improve design speed.
- The proposed project would tie into an adjacent project ( PI No. 0013917 – I-285 West Express Lanes) at DL Hollowell.
- Modify and/or replace 6 existing bridges and ramps at the I-285/I-20 West interchange and 7 bridges along I-20 including bridges over CSX Railroad and Chattahoochee River.

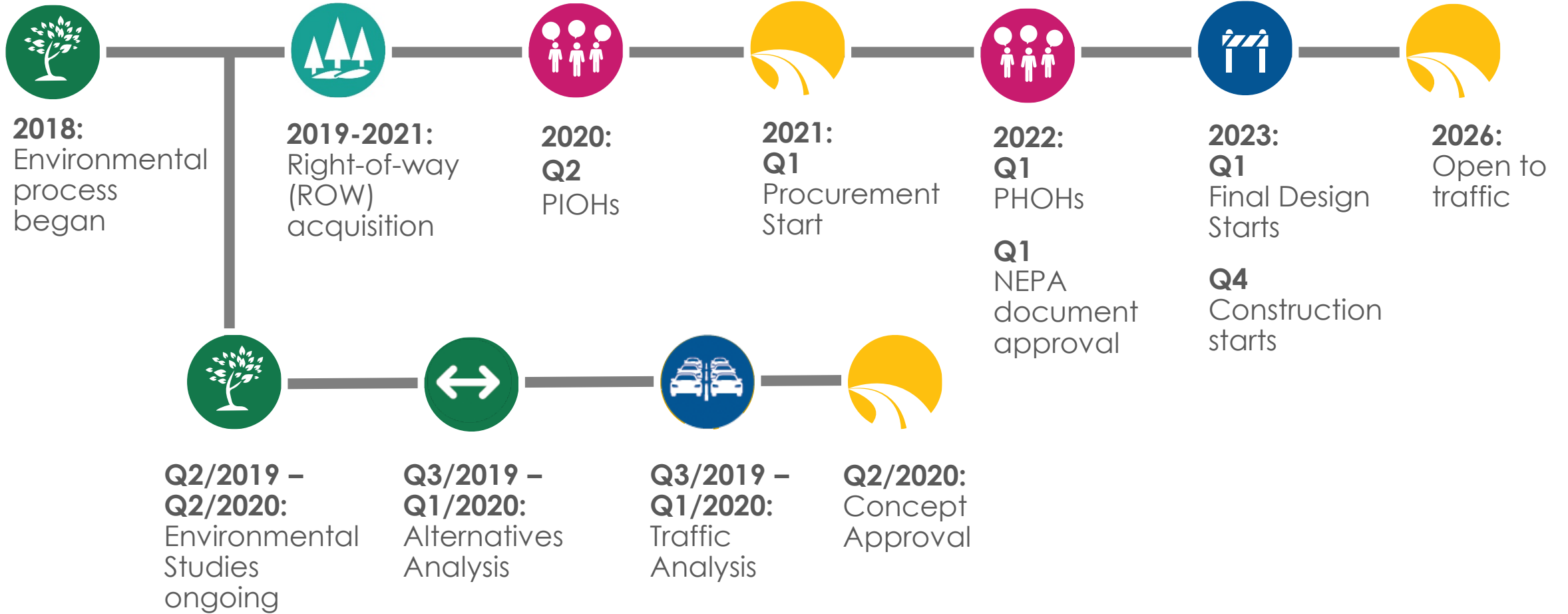
# Environmental Resources within the Corridor



- Collier Heights Historic District
- Dr. Mary Shy Park
- Chattahoochee River
- St. Paul of the Cross
- Harper Middle School
- Usher Elementary School
- Possible historic neighborhoods
- Environmental Justice Communities
- Sandy Creek

\*Information and schedule are subject to change.

# Timeline



*\*Information and schedule are subject to change.*

# Previous Stakeholder Coordination

Stakeholder	Last Contact
Colonial Pipeline	November 2018
Fulton County	November 2018
Douglas County	January 2019
City of Atlanta - Planning	May 2018, May 2019
City of Atlanta Schools – Transportation	June 2019
Georgia Motor Trucking Assoc. (GMTA)	June 2019
Cobb County	August 2019
City of South Fulton	October 2019
City of Atlanta, City Council	October 2019
Fulton County Commission	October 2019

*\*Information and schedule are subject to change.*

# Upcoming Stakeholder Outreach

- **Key stakeholders identified for initial outreach meeting:**
  - City of Atlanta
    - Andrea Boone, District 10 Councilmember
    - Dustin Hillis, District 9 Councilmember
    - Felicia Moore, City Council President and current resident of Collier Heights (former District 9 councilmember)
    - Andre Dickens, Post 3 At-large Councilmember, (this post covers the area)
    - Office of Planning and Community Development
  - City of South Fulton
    - Mayor Bill Edwards
  - Fulton County
    - Natalie Hall, Commission District 4
    - Robb Pitts, Commission Chair



# Proposed Stakeholder Outreach Strategy

- **Key stakeholders identified for initial electronic communication:**
  - Cobb County
    - Mike Boyce, Commission Chair
    - Lisa Cupid, Commission District 4
  - Douglas County
    - Dr. Romona Jackson Jones, Commission Chair
    - Kelly Robinson, Commission District 2
  - Georgia General Assembly
    - Horacena Tate, State Senate District 38 (interchange area)
    - Donzella James, State Senate District 35 (near interchange area)
    - Sheila Jones, State House District 53 (interchange area)
    - Marie Metze, State House District 55 (near interchange area)
    - Roger Bruce, State House District 61 (near interchange area)
    - William Boddie, State House District 62
  - U.S. Congressional Representatives
    - John Lewis, GA 5<sup>th</sup> Congressional District
    - David Scott, GA 13<sup>th</sup> Congressional District

# How Can YOU Help ?

- Partner with the project team
- Identify Project Champions
- Provide commercial development updates
- Provide opportunities to share information
  - Digital media
  - Community meetings
  - Constituency newsletters
  - Support PIOH/PHOH attendance

# How can the Project Team help ?

- Provide current information
- Engage constituents
- Provide a contact to get questions answered
- Be a project resource
  - Matthew Fowler, GDOT Program Manager, [mfowler@dot.ga.gov](mailto:mfowler@dot.ga.gov)
  - Marlo Clowers, GDOT Project Manager, [mclowers@dot.ga.gov](mailto:mclowers@dot.ga.gov)
  - Angela Alexander, PMC Project Manager, [aalexander@hntb.com](mailto:aalexander@hntb.com)

THANK  
YOU  
For Viewing



@GeorgiaDOT



@GADeptofTrans  
Page 23 of 47



@gadeptoftrans



[www.dot.ga.gov/MMIP](http://www.dot.ga.gov/MMIP)



# Major Mobility Investment Program

Fact Sheet

## What is the Program?

The Georgia Department of Transportation (Georgia DOT) is making major investments in the state's transportation network to deliver projects that will meet a community need and deliver positive benefits to drivers. An initial 11 Major Mobility Investment Program (MMIP) projects were pinpointed that will create additional capacity, improve freight movement, provide transportation improvements and efficiencies, enhance safety, and decrease travel times.



3 Major Interchange Projects



4 Major Express Lanes Projects



3 Major Interstate Widening Projects



1 Commercial Vehicle Lanes Project

## Return on Investment and Improved Mobility



Reduces travel times by **44%** for transit vehicles



Relieves traffic through a travel time savings of **\$3.28 billion**



Provides **45 minutes** in trip planning time savings



Decrease travel times - The Northwest Corridor Express Lanes have reduced rush hour by one hour



Allow transit services to provide expanded alternatives and more reliable trip times



Provide more reliable travel times



Improve freight movement



Curbs pollution with a **13% reduction** in vehicle emissions due to less congestion and faster travel times



Reduces commercial vehicle fleet costs by saving **\$355 million** in vehicle operating costs



Enhance safety



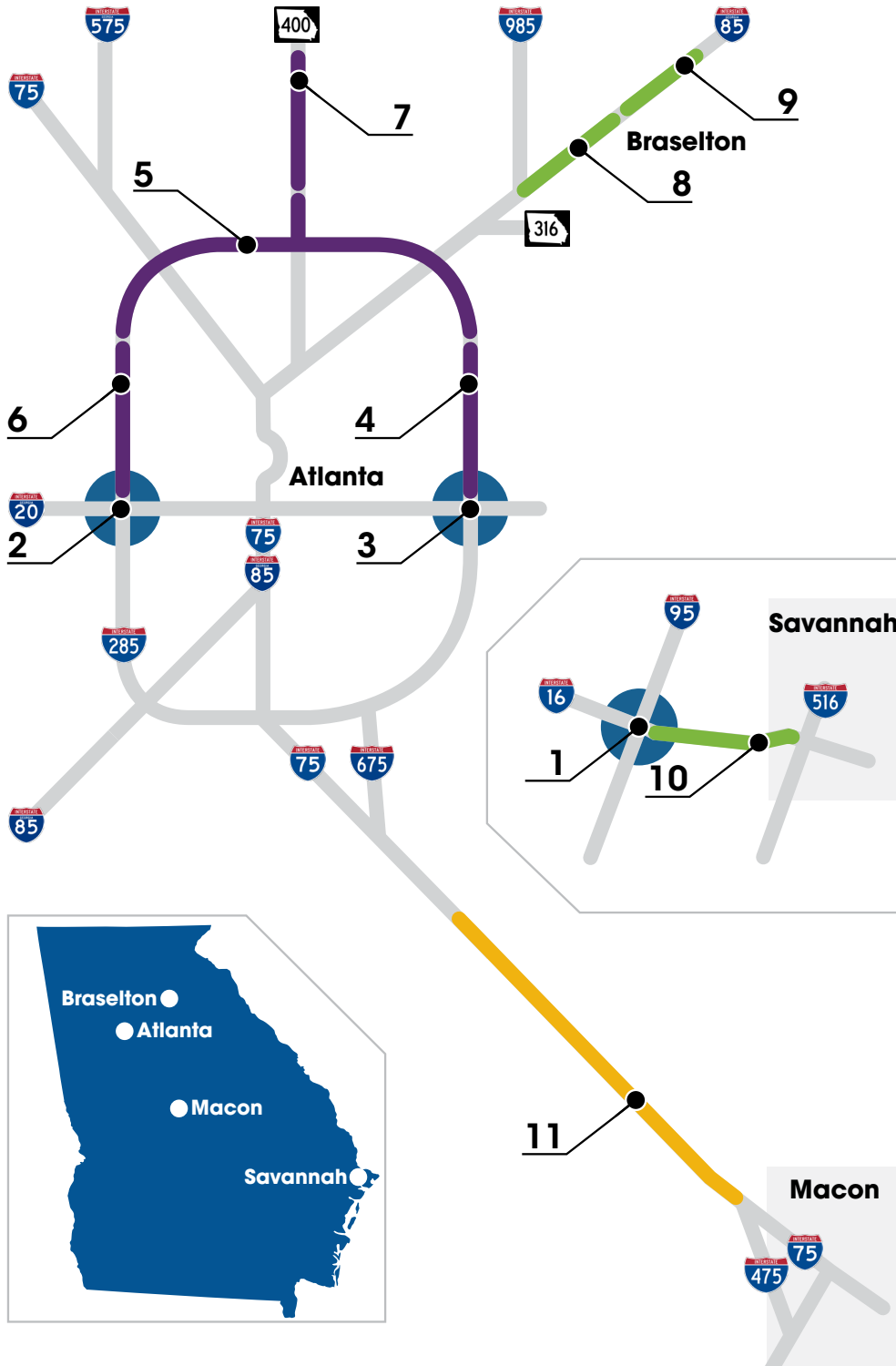
Pays for itself yielding a benefit of **\$1.10** for every **\$1** invested



Offer operational improvements and efficiencies



# Where Are the Initial 11 Projects?



## Interchange Reconstruction:

1. I-16/I-95
2. I-285/I-20 West
3. I-285/I-20 East

## Express Lanes:

4. **I-285 Eastside**  
Henderson Rd to I-20
5. **I-285 Top End**  
I-285:  
Paces Ferry Rd to Henderson Rd  
SR 400:  
I-285 to North Springs MARTA Station
6. **I-285 Westside**  
I-20 to Paces Ferry Rd
7. **SR 400**  
North Springs MARTA Station to McFarland Pkwy

## Interstate Widening:

8. **I-85 North**  
I-985 to SR 53
9. **I-85 North**  
SR 53 to US 129
10. **I-16**  
I-95 to I-516

## Commercial Vehicle Lanes:

11. **I-75**  
SR 155 to I-475

## Stay Connected

[www.dot.ga.gov/MMIP](http://www.dot.ga.gov/MMIP)  
[majormobility@dot.ga.gov](mailto:majormobility@dot.ga.gov) (sign up for updates)  
 404-347-0185 (voicemail)

Like and follow us!



## Georgia Department of Transportation

One Georgia Center | 600 West Peachtree NW  
 Atlanta, GA 30308



# I-285/I-20 West Interchange

A Major Mobility Project — P.I. Number: 0013918

Fact Sheet

## What is the Project?

The I-285/I-20 West Interchange project proposes improvements of the I-285/I-20 West interchange and addition of lanes along I-20 in Cobb, Douglas and Fulton counties.

### Improvements include:

- Reconstructing the interchange to remove left hand exits and improve design speed, and modification and/or replacement of six (6) existing bridges and ramps
- Construction of I-20 westbound collector-distributor (CD) system from the interchange to Fulton Industrial Boulevard (FIB)
- Construction of lanes and improvements along I-20 in both directions from Thornton Road to Hamilton E. Holmes Drive (8 mi.)
- Modification and/or replacement of seven (7) bridges along I-20, including bridges over CSX Railroad and Chattahoochee River
- Addition of new lane and improvements along I-285 southbound from Hollowell Parkway to Martin Luther King Jr. Drive (2 mi.)

## 5 Things You Need to Know

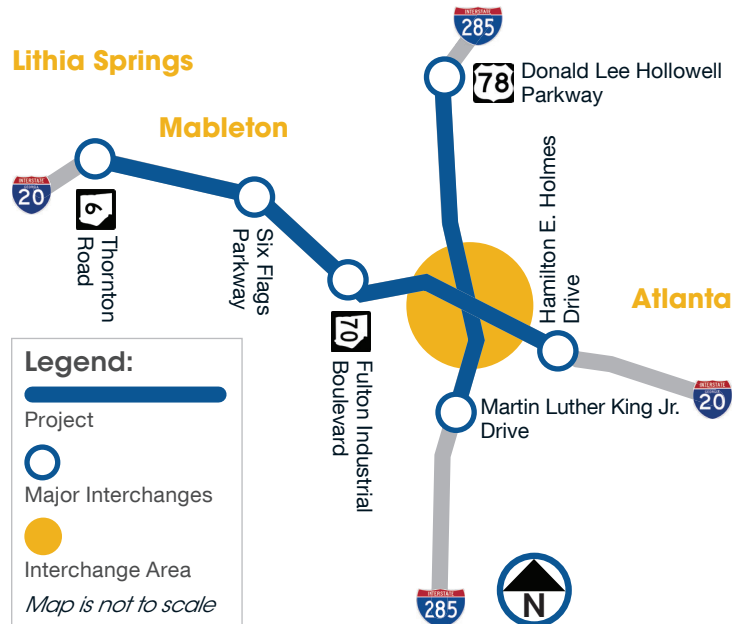
1. Adds new lane miles along I-20
2. Constructs collector-distributor (CD) lanes that run parallel to the interstate and help improve traffic flow, speed and safety
3. Provides more efficient traffic flow and operational/safety performance enhancements
4. May include connections to the I-285 Westside Express Lanes in the future
5. One of the initial 11 large-scale Major Mobility Investment Program projects to improve transportation in Georgia's metro areas

## What's the Project Status?

Georgia DOT is performing environmental field work and traffic analysis for the project. The schedule is subject to change.

\* Collector-distributor (CD) lanes run parallel to the main travel lanes of an interstate or highway, connecting them to access roads or entrance ramps in order to improve traffic flow, speed and safety.

## Where is the Project?



## What's Next?



Environmental Process  
2019-2022



Public Comment  
2020



Construction Begins  
2023



Open to Traffic  
2026

## Stay Connected

[www.dot.ga.gov/BS/Projects/SpecialProjects/I285I20West](http://www.dot.ga.gov/BS/Projects/SpecialProjects/I285I20West)

[westinterchange@dot.ga.gov](mailto:westinterchange@dot.ga.gov) (sign up for updates)  
470-370-5565 (voicemail)

Georgia Department of Transportation

One Georgia Center | 600 West Peachtree NW  
Atlanta, GA 30308

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**CITY OF SOUTH FULTON**  
**COUNCIL AGENDA ITEM**  
**COUNCIL WORK SESSION**



**SUBJECT:** Tenant Brokerage and Commercial Real Estate

**DATE OF MEETING:** 11/12/2019

**DEPARTMENT:** City Manager

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**ATTACHMENTS:**

Description	Type	Upload Date
Final Presentation	Cover Memo	11/6/2019
Letter of Agreement	Cover Memo	11/6/2019



# Tenant Brokerage and Commercial Real Estate Advisory Services

City of South Fulton  
November 12, 2019

# Table of Contents

- Who Are We?
- Partial Client List
- Meet the Team
- Services



# Who Are We?

- Established March 7, 2007
- One of the largest African-American owned commercial real estate firms in the country
- Over 150 years of experience
- Advisory services for acquisitions and dispositions
- Headquartered in Atlanta with a National reach
- Certified by the National Minority Supplier Diversity Council (NMSDC), as a Minority Business Enterprise (MBE)

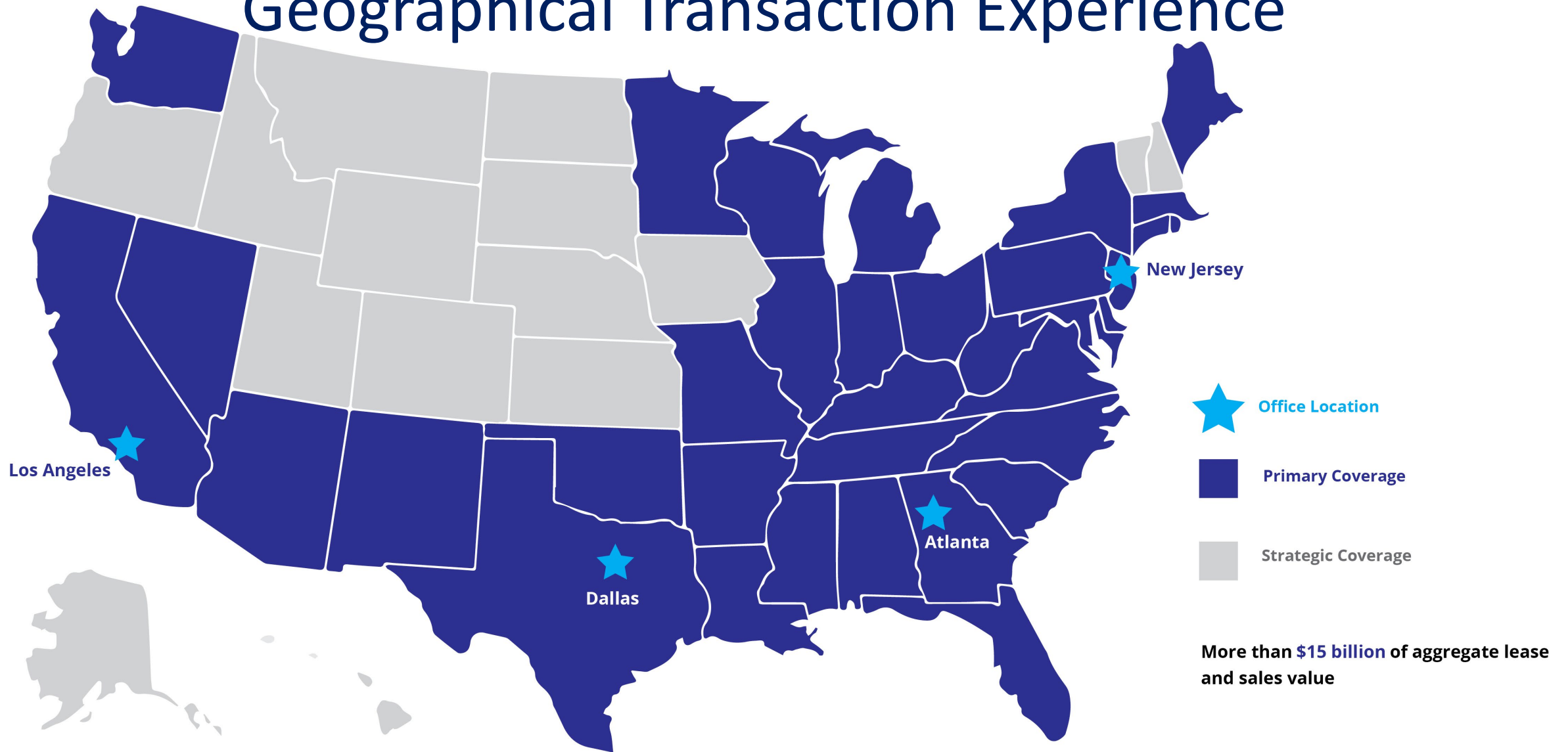




# Partial Client List



# Geographical Transaction Experience





# Meet the Team



# T. Dallas Smith

T. Dallas Smith is the Founder, President and C.E.O. of T. Dallas Smith & Company, the largest African-American owned commercial real estate brokerage in the country focused exclusively on tenant and buyer representation. He began his commercial real estate career in 1982 under the guidance of Thomas W. Tift. In 1989, he became the first African American broker at Cushman & Wakefield of Georgia. In 1995, he pioneered the brokerage division for Herman J. Russell, Senior of H.J. Russell & Company where he served as VP of the Brokerage Division until 2001. Upon leaving he started a solo practice as “T. Dallas Smith, Commercial Real Estate Broker”. In 2007 Dallas started T. Dallas Smith & Company. The T. Dallas Smith & Company team has successfully led transactions totaling more than \$15 billion in aggregate value. Dallas is an innovator and thought leader cultivating and developing diverse talent to help shape the commercial real estate industry. He served as the Chair of the Real Estate Committee for the Georgia State University Foundation Board from 2010 to 2019; he is a member of the Council for Quality Growth board, a Director on the Atlanta Commercial Board of REALTORS and was recently appointed by the Governor to the Georgians First Commission and the Georgia Department of Economic Development Board. Dallas has been recognized as Atlanta’s Most Admired CEO (2017), the Atlanta Commercial Board of Realtors, Realtor of the Year (2018) and Empire Board of Realists 2018 Broker of the Year. He is a proud graduate of Georgia State University with a Bachelor of Business Administration (Marketing/Real Estate) degree.



# Dexter B. Warrior

As C.O.O. and a Principal, Dexter oversees the day-to-day operations of T. Dallas Smith & Company, focuses exclusively on expanding its tenant representation platform, and provides trusted advisory services. Dexter's initial chapter in the commercial real industry began as an INROADS intern in 1981 with Equitable Real Estate. It was there that he learned the fundamentals of how to own, manage and lease commercial real estate. During his time with Equitable Real Estate, Lend Lease, and Morgan Stanley he served in a variety of roles including Executive Director and Portfolio Manager. As a trusted advisor, most of Dexter's extensive experience has been helping major institutional owners of real estate achieve their investing objectives. From acquiring, asset managing and selling of assets in many major markets across the country, Dexter's combined asset value experience exceeds \$10 billion dollars. He has worked with urban and suburban office buildings; regional malls, power, lifestyle and neighborhood centers; multifamily communities; industrial projects; luxury resort hotels; and senior housing communities. A few of Dexter's past and present civic and professional activities include: Leadership Atlanta Board (former Chair), Georgia State University Trustee - Foundation Board (former Chair of the Real Estate Committee), CoreNet Global, Atlanta Commercial Board of Realtors, Empire Board of Realist, Metro Atlanta Chamber, Atlanta Convention and Visitors Bureau Board (Chair), Georgia State University's Alumni Board, Carter Center Board of Councilors, and he was recently appointed by the Governor to the Georgia World Congress Center Authority Board of Governors. Dexter and his family are members of the Renaissance Church of Christ.



# Robert E. Scott

Robert joined T. Dallas Smith & Company in 2013 as Principal & Executive Vice President to lead the company's Municipal division. Prior to TDS, Robert served as a Lead Senior Contracting Officer, Team Leader and a Facilitator for the U. S. General Services Administration for over three decades, where he performed a variety of Commercial Real Estate actions in the Georgia, Alabama, Florida, North Carolina, South Carolina, Mississippi, Kentucky, and Tennessee, in such areas of Leasing, Real Estate Exchanges, Built-to-suit Projects, Space Expansion, Construction, and Project Management. Robert was responsible for negotiating, administering, and/or acquisition for over five thousand real estate transactions totaling more than 10 million square feet of commercial space worth several billion dollars throughout the southeastern United States. He developed Solicitation for Offers or Requests for Proposals, finalized negotiations, and ultimately acquired space to house client's overall space requirements.



Robert has held a Georgia real estate license and has been an active member of the real estate community in Atlanta since 1978. He has received Professional Designation of Master of Commercial Real Estate (MCR), Real Property Administrator (RPA), and has attended several courses leading toward his Certified Commercial Investment Member (CCIM).



# Leonte B. Benton

Mr. Benton joined T. Dallas Smith & Company from its inception. Leonte is a result and relationship-oriented high energy commercial real estate broker who has participated in transactions that range from a corporate mailbox to 400,000 square feet. Leonte specializes in tenant representation leasing and acquisition services for local and national companies. A graduate of Morehouse College (Bachelor of Business Administration), Mr. Benton's goal is to understand his client's core business so that he can deliver a tailor-made solution/service. Mr. Benton currently serves on the Fulton County Board of the Boys and Girls Club of Metro Atlanta, currently involved with CoreNet as a young leader, and as a volunteer with Youth Enhancement Services. Leonte has served on the Young Executives Board at the Commerce Club, is the current President of the Empire Board of Realtist, board member of The Atlanta Youth Academy, Leadership Georgia Class of 2016 and on the Leadership Council for The Posse Foundation. Mr. Benton has been certified as a specialist in Cost and Price Analysis of Leasing Proposals, Federal Real Property Lease Law and Real Property Leasing by the Federal Government.





# Additional Team Members



# Our Services



# Office Real Estate Services

T. Dallas Smith & Company is an exclusive tenant and buyer representation firm. Our singular focus is to represent our client's interests, whether providing acquisition, renewal, relocation, or consolidation services. Our brokers are specialists in the following services:

- Site Selection
- Lease Negotiation
- Comprehensive Financial Analysis
- Project & Development Management





# Industrial Real Estate Services

T. Dallas Smith & Company provides industrial real estate expertise services targeted to our client's real estate needs. We approach the industrial real estate transaction with creative strategies that maximize the outcomes in our client's best interest. Our brokers bring considerable market knowledge and experience with services including:

- Strategic Advisory
- Build-to-Suit Planning
- Site Analysis
- Project & Development Management



# Land Real Estate Services

At T. Dallas Smith & Company, our brokers have unrivaled experience with land transactions throughout our geographic reach. This advantage allows us to quickly determine the value of land holdings and negotiate the best possible terms for our clients. Our clients benefit from local market intelligence and targeted solutions to the land needs. There are a multitude of factors and considerations when considering a land transaction, we navigate the murky waters and provide needed services including:

- Local and State Incentive Negotiations
- Freight and Labor Analysis
- Comprehensive Property Studies



# Advisory Real Estate Services

T. Dallas Smith & Company provides advisory real estate expertise targeted to our client's real estate needs. We start with an intense review of the challenges that face the client. Armed with over a 150 years of institutional knowledge, about multifaceted real estate deals.

- Strategic Advisory
- Broker Focused Functions\*
- Build-to-Suit Planning
- Site Analysis
- Project & Development Management







## “Broker Focused Functions”







# Questions?

T. Dallas Smith & Company is a minority-owned commercial real estate services firm that specializes in tenant and buyer representation for users of office, industrial, retail, and land. We have a reputation for service excellence and delivering unmatched results for our clients. Our national platform allows us to serve our clients' needs no matter the location. At T. Dallas Smith & Company, our motto is "Client First" which means that our clients' needs and objectives are always our First Priority.





**City of South Fulton**  
**5440 Fulton Industrial Blvd**  
**Atlanta, GA 30336**

November 12, 2019

Mr. T. Dallas Smith  
President and CEO  
T. Dallas Smith & Company  
101 Marietta Street  
Suite 2350  
Atlanta, GA 30303

Dear Dallas:

This confirms your authorization to act as our exclusive broker and to conduct, on our behalf, a survey of available or potentially available properties for the use of the City of South Fulton, GA. The term of this authorization is November 1, 2019 to October 31, 2020.

It is understood that you will contact potential landlords and/or owners and solicit information which you will present to us for our review in connection with a potential lease or purchase. Furthermore, you agree, at such appropriate time, to negotiate the terms of a lease or purchase on our behalf, however all such negotiations shall be subject to our review and final approval.

Unless otherwise agreed, you agree to look only to the landlord or owner, as the situation may be, for a commission related to a potential lease or purchase and we agree to recognize you as our broker in connection with any prospective locations submitted to us during the term of this engagement.

We acknowledge your recommendation that we obtain legal, tax or other professional advice relating to this agreement. In regard to a potential lease or purchase, we acknowledge that you recommend we obtain professional advice to determine the suitability of the preferred location(s). Such advice includes, but not limited to, the conditions of the improvements, equipment, soil, tenancies, title, environmental aspects, compliance with the Americans Disability Act, presence of toxic waste or substances, etc.

**BY SIGNING THIS AGREEMENT, WE ACKNOWLEDGE THAT YOU HAVE MADE ALL REQUIRED DISCLOSURES VERBALLY OR IN WRITING PRIOR TO OUR ENTERING INTO THIS AGREEMENT AND WE UNDERSTAND ALL SUCH PROVISIONS AND DISCLOSURES AND HAVE ENTERED INTO THIS AGREEMENT VOLUNTARILY.**

Sincerely,

---

William "Bill" Edwards  
Mayor, City of South Fulton  
Authorized Representative