

1 CITY OF COLLEGE PARK
2 MAYOR AND CITY COUNCIL
3 WORKSHOP SESSION
4 MAY 15, 2023

5
6 MINUTES
7
8

9 Present: Mayor Bianca Motley Broom; Councilmen Ambrose Clay, Joe Carn, Ken Allen
10 and Roderick Gay; City Manager Stanley Hawthorne; City Attorney Winston
11 Denmark; Deputy City Clerk Queenie Brown

12 Absent: City Clerk Shavala Ames

13 Mayor Motley Broom called the workshop session to order at 5:00 p.m.

14 **ACTION:** Councilman Carn moved to take up executive session to discuss real estate and
15 litigation at 5:02 p.m., seconded by Councilman Clay and motion carried by those
16 present.
17

18 The workshop session reconvened at 6:05 p.m.

- 19
20 **1. Fulton County Schools update by Mr. William Pastor, Coordinator of Architecture,**
21 **Engineering and Capital Programs. Mr. Pastor will present a final design briefing**
22 **on Middle College and McClarin High School construction project. See**
23 **memorandum dated May 10, 2023. Also, please see attached Power Point**
24 **presentation.**
25
26

27 MAYOR MOTLEY BROOM: Good evening. Welcome back, it is 6:05 p.m., and we're ready to
28 begin our workshop session. The first item on our workshop session is an update on Fulton
29 County Schools from Mr. William Pastor, coordinator of Architecture Engineering and Capital
30 Programs. Mr. Pastor will present a final design briefing on the Middle College construction
31 project. But we have a number of special guests this evening; president of Fulton County School
32 Board Kimberly Dove, our District 3, Katie Gregory. We've got Dr. Seals here, as well. There
33 are so many people here talking about this exciting project. We're so happy to have you this
34 evening. I'm turning the floor over to you.
35

36 MS. DOVE: Thank you. It's so good to see everyone here. It's been a while since Fulton County
37 Schools has been in front of this Council, and we're excited today to bring to you an update on
38 the Middle College. We work really hard on this project. I am Kimberly Dove and I represent
39 parts of College Park. And my colleague here, Ms. Katie Gregory, also represents the other part
40 of College Park. But our Board has changed a bit, and I wanted to take that opportunity to share
41 that with you, as well. Four of our board members retired last year. So we have four new board
42 members. So I have the pleasure of serving with six amazing leaders who are strong and care for
43 all children. And so, now I'll bring over my colleague Ms. Gregory, just introduce herself and
44 say a few words.
45

46 MS. GREGORY: Good evening, Mayor and Council, thank you for having us. I just want to say

47 hello. I am Katie Gregory. I replaced Gail Dean after she retired, so I was appointed. My first
48 board meeting was January, so I'm still a little new, and learning all of the exciting projects, but
49 happy to be on the board. I live in Hapeville and have been there for about 15 years, so we're just
50 down the street. And the family and I enjoy all of the stuff that the Tri-Cities has to offer. I'm
51 excited to now be a part of the school in a broader way. Thank you.

52

53 MS. DOVE: One other thing I wanted to mention is that this is graduation week for us, and we're
54 excited to have six of our graduations at the College Park Arena and wanted to just thank you
55 guys for your foresight there. And now we'll turn it over to our illustrious principal, Dr. Jason
56 Stamper.

57

58 DR. STAMPER: Good evening. Again, I'm Jason Stamper, principal of Middle College, and I
59 want to share with you all this evening some of the exciting updates that have been birthed for
60 Middle College and our wonderful partnership with Atlanta Technical College, and I'll be
61 sharing the academic updates. So, first, you may wonder why this program is so exciting and
62 unique. As you can see from this slide, we have several things that we offer. First of all,
63 personalized pathway through graduation as well as college credits at the same time.

64

65 Secondly, we're preparing students for a high wage, high skill, in-demand areas where they can
66 go right from high school in to work, but also obtain some college credits, and we'll talk about
67 that in just a second. We've developed a partnership, of course, with Atlanta Technical College,
68 and I'm going to ask Dr. Seals to come up after this so she can speak more about the exciting
69 things going on at Atlanta Technical College; but we also have that partnership going.

70

71 Next, we've expanded our district portfolio as a whole and, finally, providing relevant
72 programming. And I stress relevant programming for our students, preventing dropouts, and also
73 enhancing their postsecondary options. So as you can see, Middle College is designed for about
74 400 students. And those 400 students, with a projected opening date of August 2024, will enter
75 into this programming and be able to obtain an accelerated career diploma. In the next slide, I'll
76 talk more about our accelerated career diploma.

77

78 As you can see from this slide, there are options in terms of diplomas in Georgia. You have the
79 traditional diploma, which takes 23 credits. But, again, this unique opportunity at Middle College
80 affords students the opportunity to get what's called an accelerated career diploma, which is nine
81 credits. After these nine credits, students will be able to go right into that career field, getting
82 those TCC's which enables them -- and I'll talk about those specific fields -- get those skill sets
83 and, again, those high skill, high wage, high demand areas.

84

85 So these are the TCC's that we spoke about. As you can see we have nine total. Six will be at the
86 Middle College campus here in College Park. And the other three will be directly on ATC's
87 campus. And those are, of course, cyber security, digital media production technology, early
88 childhood, welding, and logistics at the College Park building. And then on ATC campus, we'll
89 have automotive, diesel equipment and avionic technology. So these are our priorities, and we're
90 already specific about our priorities. We're very deliberate about our priorities. We're very
91 intentional about our priorities. And they are quite simple. Student's success, student retention,
92 student graduation, and student preparedness. Our students will be the very best at what they do.
93 And, again, it's strengthened greatly by our partnership with Atlanta Technical College.

94

95 Next, we have birthed from those priorities, is those opportunities at Middle College that are

96 strengthened by those priorities. And first, we'll have work-based learning; internships and
97 apprenticeships where also that will make the students career ready. From that, obviously, our
98 students will be able to obtain a technical certificate, or associated degree from Atlanta Technical
99 College. But what's most exciting about this, and we want to be sure that we are communicating
100 this our students, parents, and also to you all. If students decides, hey, I want to stay and get my
101 associate degree. They can stay and get a four-year degree after that. That four year degree,
102 obviously, puts them ahead of the game. They'll come out with a high school diploma as well as
103 those TCC's, or associate's degree. But they'll be ahead of their academic peers that went through
104 the traditional route because they've been involved with a dual enrollment program.

105
106 So this slide here is our contacts. So you'll see the first QR code and the link that follows. It's an
107 introservice that we're using to engage parents and our families right now. Secondly, we have an
108 email that's dedicated to parents and students to reach out to us with questions and more
109 information. And then, finally, we have the Middle College website that is established has a
110 plethora of information there from videos, from student testimonials, as well as information
111 about or partnership, dual enrollment program and an accelerated career diploma. And we have
112 here, our timeline that you can you see construction -- actually begin this month in May.

113
114 Next, we're going through what's called the Middle College name. It's not going to be called
115 Middle College once the official naming goes through. A committee has been established, and
116 that committee will suggest a name through a two-week process or two meeting process and the
117 projected adoption date will be on June 15th board meeting. Next, we'll have a face-to-face meet
118 and greet for our elected officials and constituents on June 16th. That will be at Atlanta
119 Technical College and that'll be immediately followed by our business advisory board and
120 business advisory meeting, immediately following at 10 o'clock a.m.

121
122 Next, we have our community meetings that I'll be going out directly into the community
123 towards the end of June, early July. So, again, with the sole purpose of educating families,
124 students about the wonderful things and opportunities at Middle College. I want to be very
125 specific and inundate people with information so there is no ambiguity within that. And then,
126 finally, our projected opening date is August 2024, right here in College Park. So I'm going to
127 ask, at this time, Dr. Seals, president of Atlanta Technical College to come up and address this at
128 this time.

129
130 DR. SEALS: Good evening. Mayor Broom, it's good to see you as always. Council Members,
131 again, thank you for having us. This is an exciting initiative and partnership with Fulton County
132 Schools. It's been in the making for at least three years now. As we get closer to the launch we're
133 really excited about. I also wanted to share at Atlanta Technical College, you know we served
134 Fulton and Clayton County. So as we look to do more and more for the Southside, this is one of
135 our primary initiatives, along with a couple of other things that the State has put in place over the
136 past couple of years around dual enrollment, but also around the dual achievement program. So
137 we're just providing options for all of our students. Again, I don't see technical education as an
138 'or' statement. It's definitely an "And" that's a proposition in terms of those students who need to
139 go on to get a four-year degree. We have great partnerships that allow them to do that in a
140 seamless way so they're not wasting time or money when it comes to repeating credits.

141
142 At Atlanta Technical College, we serve over 5,000 students a year. Everything from GED
143 preparation up through the associate's degree. And with the major focus really being on
144 workforce development and economic mobility. So we're preparing students to really come out

145 and to be able to make livable wages. The majority of our students come from households
146 earning less than 25,000 a year. After as little as one semester, sometimes one year, they're able
147 to earn anywhere from 55 to \$60,000 and this is how we're doing our part to really change the
148 game when it comes to economic mobility. In front of you, you do have a copy of our latest
149 annual report. So, again, I'd love for you to become acclimated with it. If you have any
150 questions, if you want to come to the campus, I welcome the opportunity to talk more about how
151 we can support your vision and mission, as you continue to lead College Park.

152

153 Again, we have a 99 percent job placement rate as a college. So, again, our overall mission and
154 goal is to make sure we're providing those opportunities for individual's families and
155 communities to be elevated, particular, through economic mobility and the various career
156 pathways that we provide. Again, I would love to answer any questions at your time. But thank
157 you again for allowing us this opportunity to present to you. Thank you.

158

159 MAYOR MOTLEY BROOM: Thank you so much.

160

161 DR. STAMPER: I'm going to, at this time, ask our Chief Operating Officer Mr. Bill Pastor to
162 give the construction updates. Thank you all again.

163

164

165 MR. PASTOR: Mayor Motley Broom and Council Members, it is nice to see you all in person
166 this time. I think last time we met, we were all still virtual. So thank you for the opportunity to
167 give you guys an update and bring this wonderful project to the city of College Park. As you can
168 see on our slide here, we have a beautiful rendering of what the building would like look once
169 we're done from the front. But I wanted to walk you through a little bit on the design update. So
170 I'm Bill Pastor tonight for the group. So if you look at this first slide, this will be our site plan.
171 And if you look at the site plan, you'll see the existing name building that's the older 1940s
172 building that really brings that historic piece to College Park. We'll be doing a major renovation
173 there. We'll keep the integrity of the architecture as we do this renovation.

174

175 Also, you'll see where we've got our parking lot slated to go, so we do keep some green space for
176 the students. But we also bring on enough parking for the staff and the needs we'll have with
177 ATC? We'll be bringing on a number of ATC staff directly to the program. So that's going to be
178 pretty important to have that space for them. This is an exciting renovation and it's not just a
179 normal, let's go in and look at a school to, you know, put some new paint on the walls and put
180 some fixtures up.

181

182 This is real, all the way back to the studs, as they say, specialized renovation for this program.
183 And we're really excited to be able to provide this for our students. What you'll start to see is,
184 again, I have them do a little elevation. It's a little easier to look at in the 3D rendering here.
185 What you'll start to see is we're really going to focus in on a college style looking building. This
186 won't look just like an old high school that's been updated. If we go to the next slide, you'll start
187 to see how we've got the building laid out a little bit. And I'll just kinda walk you through this. A
188 first floor of the main building. And we'll be locating a lot of the administrative services, as well
189 as some of the common spaces where you would go if you're a parent, or a prospective student to
190 the school that all will be located on the front where the former media center was. Off to the right
191 as you come in, you'll see a beige box, this is pretty exciting space. This is where students will be
192 able to present to groups. They'll be able to set up, almost like, showcases for their work. And it's
193 really nice common space right as you come back in the building.

194

195 This is actually harking back to the beginnings of the building, which this was the original
196 auditorium and stage for the school. Going down the hall, we had, again, the administration for
197 Fulton County will be on the front of the building. And then going down the hall, we have a
198 number of rooms for the administration of the ATC staff, and that moves into some of our career
199 tech spaces. So right in that old building, we've got career tech spaces that'll focus in on design
200 and visual arts, and our other ancillary CTAE. Across the way in our newer building, you'll see
201 in yellow, that is our early childhood program. So we'll be keeping that online and continuing to
202 provide that early childhood learning certificate and education with our students and that
203 pathway, as well as continuing to serve our young ones. So this brings us to the upper level. One
204 of the things you heard Dr. Stamper talk about is the academic core that the kids will get on their
205 diploma. So when you talk about the four cores; the reading, writing, arithmetic, piece of our
206 education, those stay in place; those nine credits there.

207

208 And that's where we'll do all of this work. Upstairs, we'll have our English and our math. And
209 our science classes, we're actually keeping intact some of our science labs that we had up there
210 that are in really good shape and will serve our students well. So when you walk upstairs, it feels
211 very academic. It also -- what would be the Southside of this picture, sort of front of the building,
212 we'll be moving the media center up there so it'll look out over Main Street. You'll also have
213 study rooms that they can meet in small groups or their instructors or themselves to do projects.
214 And it will a 21st Century media center, not just books on the shelf. But all the technology, all
215 meeting spaces that they need. Move into the lower part of the building, and this is where we
216 bring in the welding piece, which is a very specialized lab, along with cyber security, avionics
217 and some of the others in the tech world.

218

219 And we're really excited to be able to provide a facility here that the kids are not going to have to
220 go over to ATC for everything that they do. So that's sort of the gist of where we go. Again,
221 we're at May. Today is May 15th. I walked over just to make sure that our general contractor was
222 on site and getting mobilized and they were already working, which is great. We had a nice tour
223 around the building to see some of the demo and things that we've already done to get ready for
224 the construction. As Dr. Stamper talked about, we'll be getting ready for the opening of school
225 for August of '24. So our completion date is July 31st to have everything ready to go and get all
226 the teacher stuff in and furniture and equipment. August 5th will be first day of school, so we'll
227 be ready and excited to go and I'll be glad to take any questions at this point.

228

229 MAYOR MOTLEY BROOM: Thank you so much for being here. We're so excited about this
230 project. It is truly incredible and a real opportunity for our community and the entire Southside.
231 So thank you for your investment in us, and we really look forward to this. I will start with
232 Councilman Clay.

233

234 COUNCILMAN CLAY: Again, thank you for being here and updating us on this. I had several
235 questions. First off, refresh my memory of what the overall project cost of this rehab is?

236

237 MR. PASTOR: Well, as you know, the overall cost of everything is escalating quite a bit, so it
238 has changed a little bit since we moved into it. We awarded the construction portion of this
239 contract somewhere around 26 million plus. The overall budget will grow over, probably, about
240 30 million, maybe around 32 million plus.

241

242 COUNCILMAN CLAY: What I like about it, I've said that it's an investment. It's a long-term

243 investment in the future of our children on the Southside. And the potential is incredible. You
244 mentioned the fact you have two years toward a degree. You can have two years toward a degree
245 when you graduate. And you did indicate, or Dr. Seals did indicate, that you could go onto other
246 schools. You had arrangements for the other schools. Let's say, I did come in and -- I'm a
247 computer nut anyhow. Everybody knows that, so I go in and I get into cyber security, and I
248 decided I'd like to go get a computer engineering degree at Georgia Tech, do you have an
249 arrangement with Georgia Tech? Could I do that?

250

251 MR. PASTOR: So I'm gonna probably speak a little out of turn and have Dr. Seals who can
252 answer this well. All of the postsecondary options in Georgia have that tracking to go into any of
253 our region schools; is that an accurate statement?

254

255 DR. SEALS: Yes. Between our two systems --

256

257 COUNCILMAN CLAY: Could you talk into the mic, please?

258

259 DR. SEALS: I apologize; yes, sir. So we're part of the Technical College System of Georgia, and
260 with our system and the Board of Regents which is part of Georgia Tech, there are 30 classes
261 that automatically transfer. And then each institution, basically, negotiates to get a true two plus
262 two. We don't have that particular one with Georgia Tech, but we do have a lot of two plus twos
263 in place. And I emphasize the --

264

265 COUNCILMAN CLAY: What is two plus two; can you explain?

266

267 DR. SEALS: So the two plus two -- an associate's degree is two years, and then you get another
268 two years to get the bachelors. So two plus two gives you the four year, as opposed to --

269

270 COUNCILMAN CLAY: So if I got my two years in cyber, learned about computers, got my two
271 years, and then I wanted to go to Georgia Tech and I met the requirements to get into Georgia
272 Tech, at that point, could I do it?

273

274 DR. SEALS: You can do it. Georgia --

275

276 COUNCILMAN CLAY: But it might not be two years? I might have to spend three years.

277

278 DR. SEALS: Three; exactly.

279

280 COUNCILMAN CLAY: Well, I can understand that.

281

282 DR. SEALS: Yes, sir.

283

284 COUNCILMAN CLAY: Last question I had was, insulation. You're the right guy for that one.

285

286 MR. PASTOR: I'm the insulation guy.

287

288 COUNCILMAN CLAY: You know we're close to the airport and, obviously, I'm hoping that
289 you're planning to put a lot in into insulation as far as making the building as green as possible,
290 so saving on energy cost. Are you also going to be considering some of the potential noise from
291 the airport?

292
293 MR. PASTOR: Yes. Well, fortunately, we've been operating a school there for quite a long time,
294 so we're very familiar with what our needs are there in terms of noise dampening. But, yes, we
295 will be insulating. We'll have both from a sustainability and the green perspective, as well as
296 making sure our kids have a good environment to learn in. And so, yes, sir, we're in a good place
297 for that. And that building is a big ole concrete bunker so that really helps us get ahead of it.
298
299 COUNCILMAN CLAY: It was a lot of brick there; right?
300
301 MR. PASTOR: It's mostly plaster plus concrete.
302
303 COUNCILMAN CLAY: Mostly CAS concrete. So you'll be pretty good on the high frequency
304 noise.
305
306 MR. PASTOR: For sure. But, yeah, it'll be a nice facility and it'll provide our kids with a really
307 good environment.
308
309 COUNCILMAN CLAY: Very good. Thank you. That's all I have.
310
311 MAYOR MOTLEY BROOM: Councilman Carn?
312
313 COUNCILMAN CARN: Thank y'all so much for coming out. Dr. Stamper, your reputation,
314 obviously, precedes itself, so we're glad to have you on board and hate to see you leaving -- it's
315 Banneker; right?
316
317 DR. STAMPER: Yes, sir.
318
319 COUNCILMAN CARN: I know I was there -- the last time I saw you, you were at the Union
320 City State. So I hope they'll be replacing you with someone strong, as well, coming in there. Half
321 of our kids at Banneker, I think, the other half are Tri-Cities. Are some at Westlake? I think some
322 of College Park's kids are at Westlake, aren't they? Because I know some of us have kids at
323 Camp Creek Middle School. Do we go as far as Westlake? Or is it just Banneker and Tri-Cities?
324 Couple of questions I have: So the level of the certifications, you said they're equal to the first
325 two years or, essentially, an associate's level, technically speaking, is that kinda -- with the certs?
326
327 DR. SEALS: So what they'll get, as part of the Middle College, are the first two technical
328 certificates. Most of the time, those two certificates with some of additional general education
329 courses can then lead into the associate's degree.
330
331 COUNCILMAN CARN: So that merges with a kid coming in, let's say, that doesn't have their
332 high school diploma. Let's say they do the full four years at the campus, they can come out with
333 a high school diploma and a two year certification, or would it be a high school diploma and an
334 associate level certification?
335
336 DR. SEALS: So the certificates are not at the associate level. So at the college, we do what we
337 call a stackable credential model. So two certificates will begin that stacking process. Then with
338 some additional general education courses, those three components together would make an
339 associate's degree.
340

341 COUNCILMAN CARN: So all they would have to do coming out at year four is get some
342 additional general education?

343
344 DR. SEALS: Yes.

345
346 COUNCILMAN CARN: Could they go back to your -- they would have to come to Atlanta Area
347 Tech to get the additional general education, or could they get it at McClarin?

348
349 DR. SEALS: They could take it -- so the dual enrollment is actually available even during the
350 summer. So a student who's really motivated and took dual enrollment classes with Atlanta
351 Technical College during the summer, could finish the high school graduating with a diploma
352 and with an associate's degree. So that's a possibility with a high school diploma. Similar to a lot
353 of high schools, we were at the Arena on Saturday with our graduation, we have about, close to a
354 hundred high school students who were finishing this year with a high school diploma and were
355 completing an associate's degree with us.

356
357 COUNCILMAN CARN: That's good. Because I'm thinking in my head, if a kid is doing well
358 there, and the environment is working and what not, well, you know, there's a route, well, hey,
359 you can stay here, get your two-year associate's degree on top of your certification and on top of
360 your high school diploma while you're here at one stop.

361
362 DR. SEALS: So the only thing about that, once they graduate high school, they're adults and we
363 don't let adults go back into high school for college classes. Now, we do have online classes
364 where they could, you know, take those in an online setting and still, you know, be here in the
365 neighborhood.

366
367 COUNCILMAN CARN: So the option would be to go online or go to your campus.

368
369 DR. SEALS: The main campus or try ATC South campus that's right down 85, as well,
370 depending on where they live.

371
372 COUNCILMAN CARN: Okay. That sounds good. And the level of certification for like, let's
373 say, cyber security or welding, is there a welding standard that says, here's the standard for
374 welding? Here's the standard for cyber security for logistics?

375
376 DR. SEALS: Yes, sir. So all of those -- there are industry credentials associated with those
377 certificates in those industries. And so, like, if you stay with welding, our program is AWS
378 certified, and so, when the students complete those certificates, they can sit for that industry
379 credential, as well.

380
381 COUNCILMAN CARN: So they don't need anything else?

382
383 DR. SEALS: No, sir. They're ready to go to work and we help them do that.

384
385 COUNCILMAN CARN: That's good to know. All right. The Middle College concept, now,
386 that's not going to replace the open campus all together, is it?

387
388 DR. STAMPER: The Middle College concept will be birthed, obviously, in the '24 school year.
389 But all of our -- if you consider old school what we used to call open campus, which was

390 McClarin, they're in our high schools now. It's called in-school academy. Each high school has
391 their own individual name. But for all intents and purposes, those students are in high schools;
392 like Banneker has a program, Westlake, Tri-Cities, Creekside. And Langston Hughes has our
393 own students. So it's a school within a school where they're able to get those additional credits
394 that they need.

395
396 COUNCILMAN CARN: So each high school now has a smaller version of what McClarin was?
397

398 DR. STAMPER: Correct. An in-school academy, so our district funds its own counselor for that
399 program, teachers for that program. And it's a program within the school, current school.

400
401 COUNCILMAN CARN: So no kid would come to McClarin for open campus?
402

403 DR. STAMPER: Correct.
404

405 COUNCILMAN CARN: That answers that question. The other thing I understand in terms of
406 enrollment is some type of a lottery system, or something y'all had in mind for enrolling kids? Or
407 it first come first served? How's it going to look in terms getting --

408
409 DR. STAMPER: We definitely will not have a lottery. So it's an application process, just like --
410 the application process is not so much to cross out students or prohibits students from coming.
411 We want to make sure we have the right student. Because it's not open campus. And there is a
412 GPA requirement for doing dual enrollment. And I want to continue to express, we're running a
413 high school and a college simultaneously. We want to make sure those students have that. It's not
414 saying that students have to have a 4.0, even a 3.0 GPA. It's the right type of student that's able to
415 matriculate through that program with success.

416
417 COUNCILMAN CARN: We want it to be successful, so we want to make it clear so we have an
418 understanding when we tell our kids about it. It's not open campus.

419
420 DR. STAMPER: Correct
421

422 COUNCILMAN CARN: And that way they understand this is a step up and this is where you
423 can take it up a notch here. One of the things I would like to see is if College Park students could
424 have preferred enrollment opportunity. I'd really like to see that. I mean, for reasons which are
425 obvious, not just because you're located here. But we've paid in 32 years partnering with you
426 guys. So if we can come up with something where our students would get some type of a
427 preference, obviously, I'm sure our kids and parents would appreciate that, if that's possible. So if
428 there's some kind of way we can come up with something, I'd like to talk about that, you know,
429 and see if we can come up with something.

430
431 Again, not necessarily filling it up with College Park kids. But if we can do some slots reserved,
432 or come up with something along those lines to give our kids to make sure those kids in our
433 communities that want to get in that meet the credentials aren't going to be, you know, knocked
434 out by kids from other communities. Does that make sense?

435
436 MR. PASTOR: Yeah, absolutely. Thank you, Councilman Carn. I think one of the things that
437 we're focused on with this program, in general, is just making sure we get the kids there. And I'm
438 pretty confident that we got plenty of slots for not only our kids here in College Park that we can

439 identify, but all over South Fulton, hopefully. So we want to really get kids in there. We've got a
440 great pipeline and we're building it for enough; I can guarantee you we'll have plenty of space.

441
442 COUNCILMAN CARN: I also understand that enrollments are going to start -- someone told me
443 from August to November; was I hearing that right?

444
445 DR. STAMPER: You talking about the application process?

446
447 COUNCILMAN CARN: Application process.

448
449 DR. STAMPER: We'll start this September.

450
451 COUNCILMAN CARN: September?

452
453 MR. STAMPER: And we'll go through usually our magnet program applications come out in
454 Octoberish time frame, or maybe November. But we want to start early, because, again, we have
455 to have our counselors identify the students in terms of reviewing their transcripts, making sure
456 students are in prime position to, again, take advantage and be successful in their program. They
457 don't have to be 3.0, 4.0 students to be accepted. It's just they have to be on track to be
458 successful. We will have a lot of support for them, because, again, it is a high school student
459 that's taking college courses. And often times, or three times out of nine, they'll be on Atlanta
460 Technical College campus and we want to make sure they represent their very best.

461
462 COUNCILMAN CARN: Well, I mean, it's advance placement, essentially. Yeah, I get it, so it's
463 important. I'm assuming you all have a public information officer of some sort or another?
464 Getting word out in College Park, a lot of times is difficult to the kids that need it the most.
465 We're working on getting a full list of all our community residents. And, particularly, the
466 residents in our apartment communities, because we want to try make sure we figure out a way
467 to partner with our public information office to get word to the kids and young people that may
468 want to participate. But your person can probably explain it a lot better as we go through the fall
469 and the end of the year.

470
471 MR. STAMPER: I would love to partner with you all on that. This my thing, I've been a part of
472 this community for over 20 years between East Point and College Park. And my thing is going
473 into the community. So if it's a pipeline that you all can create for myself and my team to get in, I
474 would love to partner with the families of College Park, boots on the ground, answer any
475 questions, from a face-to-face standpoint, from an online standpoint, however -- and I think both
476 ways are effective. So, again, I would love to partner with you all.

477
478 COUNCILMAN CARN: Yeah, I think all of us between now and the end of the year is going to
479 have several community meetings individually in all of our Wards, so it's going to be something
480 we want to get the information, a simple one page explains the process where everybody can
481 understand it. Last couple of things I got. I know there's been some issues with Parks &
482 Recreation in terms of access to the gymnasium. Now, my understanding is that -- and I think
483 they're going to speak a little bit on that, and that's something that I think we need. McClarin is a
484 crucial part of our Parks & Recreation program, always has been, and in essence, without access
485 to that gymnasium, our program is hampered.

486
487 So we want to figure out -- I know you all had been talking around doing a new user agreement.

488 And we want to make sure that that's going to happen so that we have access to the gymnasium
489 to do what Parks & Rec needs to do. And they're going to give you information on that. Last
490 thing I'll say, I wanted to be clear, I've always been a proponent for this program. I've always
491 wanted to see this program. I worked with Dr. Woodley for many, many years, and I think this
492 really takes the school up a notch. Now, we had some interest in doing some optional partnering
493 in terms of some shared site and property and whatever have you, but we're not looking at that.
494 We're going to move forward, but either way, we were looking forward to doing the school. At
495 no point did we not want the program. I think that's something we all agreed on. We were
496 looking at some options, but we're moving forward with the option that's on the table which is
497 McClarin and Middle College campus. So I just want to make that clear for the record that we're
498 all excited that you're here. We think it's a big benefit to the community, so thank you.

499

500 MAYOR MOTLEY BROOM: Councilman Allen?

501

502 COUNCILMAN ALLEN: First of all, I want to thank Ms. Dove for being here. You're always --
503 you're around everywhere, so thank you very much for coming here tonight. And, you know, we
504 talk about partnerships and partnerships between Atlanta Area Tech and the school, you know.
505 We definitely would like to be, in my opinion, be part of that partnership and work with you
506 anyway we possibly can. I've been here since '94 and for many years, we've talked about
507 McClarin and what could be done with McClarin, and can we go here/there, and the school zone
508 and what's happening, but I never envisioned anything this good. I mean, y'all have come up with
509 a plan that is perfect. The partnerships that you two have is going to be great for kids in our area
510 and the whole Southside. I just think this is a fantastic program. And I can see it expanding. I can
511 see other areas trying to get involved at all, and you'll have people knocking at your door, can we
512 partner with you? I think there's so many good things about this program. I'm just looking
513 forward to it and can't wait till the doors open and I think it's great. So thank you very, very
514 much for all the work you've done into it, and I appreciate it.

515

516 MAYOR MOTLEY BROOM: Councilman Gay?

517

518 COUNCILMAN GAY: My questions have all been answered. Thank you.

519

520 MAYOR MOTLEY BROOM: So the one thing I did not see on the timeline was the
521 appointment of Principal Stamper, which is just genius. So excited for you to be a part of this
522 project. Your commitment to the Southside and your commitment to our students is unparalleled
523 and I just can't wait to see what you do next, and right next door. It's so exciting. Dr. Seals,
524 you're a national treasure. And this is -- it really is the next level. This is how we're going to have
525 kids in our community walk out and be ready and prepared to contribute to our workforce
526 immediately. When we talk about our area median income become lower than average. It's
527 because our workforce isn't trained to do the things that we need them to do in this area. You're
528 filling that need. This is going to be a generational shift for us. And I, for one, could not be more
529 excited about this partnership. So thank you to the Fulton County School Board. Thank you to
530 Atlanta Tech. Thank you to the entire community for supporting this, for embracing this. And I
531 know that we're going to work on the agreement for the gym; correct?

532

533 MR. PASTOR: We've already met with your staff and we will continue to do that. This coming
534 fall, we will put all of our MO use together and get that over to you.

535

536 MAYOR MOTLEY BROOM: Perfect. Thank you so much. We appreciate it. And we've got to

537 keep on moving, but thank you so much for coming this evening. And we just look forward to
538 August 2024. Thank you. Have a great evening.

539
540 **2. Property & Casualty Brokerage Services Presentation. See memorandum dated**
541 **May 10, 2023, from Director of Human Resources and Risk Management Dr.**
542 **Dwight Baker and supporting presentation.**

543
544 MAYOR MOTLEY BROOM: The next item on the agenda is also important. It is Property and
545 Casualty Brokerage Services. Good evening, Dr. Baker. How are you?

546
547 DR. BAKER: Good evening, Mayor and Council.

548
549 COUNCILMAN CARN: Hey Dwight.

550
551 DR. BAKER: Dr. Baker, Councilman Carn.

552
553 COUNCILMAN CARN: Dr. Baker.

554
555 DR. BAKER: Thank you so much.

556
557 COUNCILMAN CARN: Good evening, Doctor.

558
559 DR. BAKER: Yes, sir. I'm here to -- they're here, rather, to present a presentation on Casualty
560 and Brokerage Property -- let me start over -- Casualty and Property Brokerage Services. We
561 solicited an RFP a few months ago. And we had a panel committee that sat on interviews and we
562 would like to recommend Arthur J. Gallagher Risk Management Services as our broker for our
563 RFP broker services. They're going to do a short presentation and tell you about their company,
564 what they can offer the city and what the next steps are.

565
566 MAYOR MOTLEY BROOM: Thank you, Dr. Baker.

567
568 MR. THOMAS: Thank you for having us this afternoon. It was great to hear about the progress
569 you were doing earlier with the school; that's great. So we're here representing Gallagher. We are
570 the largest public unity broker in the country, as well as a retail brokerage firm in Georgia.

571
572 MAYOR MOTLEY BROOM: Sir, I apologize for interruption. Could you introduce yourself?

573
574 MR. THOMAS: Yes. I was going -- thank you. So my name is Scott Thomas and I'm the practice
575 leader for Gallagher for the southeast region for public sector business. Public sector is schools,
576 cities, counties, and any other that pays taxes in the governmental entity. So with me today, I
577 have my colleagues; Max Simmons, who is the director for Georgia, and I have Daniel Duhart,
578 who is with me, as well, and he works with a firm that we're contracting with to provide risk
579 management services. So, briefly, the Gallagher commercial is, we are large, but we're
580 innovative. We reinvest into our practice group. We have about 10,000 public entities insured
581 around the country, here locally. We have the City of Hapeville, City of Roswell, City of Dublin,
582 Atlanta Public Schools, Atlanta Housing Authority, Gwinnett County, Fulton County -- sorry,
583 not Fulton, Cobb County, Cobb County Convention Center, and the Authority, as well as a lot of
584 others.

585

586 And so, we bring to the table a modern risk management approach. And what we mean by that is
587 risk management is about avoidance, risk reduction, and transfer. Transfer is the purchase of
588 insurance. It's the last thing you want to do is buy insurance.

589
590 So what we propose to do is to work with staff on education, risk profile improvement, in ways
591 that we can reduce your total cost of risk. Next slide, please. And we do that through data driven
592 information. Because of the client base that we have, we have a lot of information about what is
593 the expected level of losses we should be having a city of our size? What is the right type of
594 insurance that we should have? So we leverage that information to provide recommendations, as
595 well, utilizing our experience. I have over 25 years' experience with Georgia Municipalities. And
596 we leverage that in terms of utilizing amenity productions that we have, but buying the insurance
597 where we think we might have some exposure that we don't want to risk on ourselves.

598
599 Cyber risk management, we have a very aggressive risk management plan that we propose for
600 the city. Next slide. In our market access, we have about 1.4 billion dollars of premium in our
601 public sector. And that means that we have a wider array of markets that we represent and we
602 bring to the table for our risk management accounts. You're not a small, you're not a jumbo city
603 of Atlanta, but you're very large, and you have options available to you when it comes to what
604 insurance markets want to partner with you. And we bring that full stack of different types of
605 markets to the table. And these are some of the testimonials. I wanted to keep it brief. I know not
606 everybody wants to talk about insurance a lot, but we do. This is what we do day in and day out.
607 So that's just a brief overview of Gallagher. Any questions for us?

608
609 MAYOR MOTLEY BROOM: We will go ahead and start with Councilman Clay.

610
611 COUNCILMAN CLAY: Good evening. Glad you guys are here. In the area of cyber security,
612 we got fairly involved and spun up several years ago, fortunately, a year before we had a cyber-
613 security incident, so thanks to the training that Mr. Hicks had and some of other people, we were
614 able to keep our outage very, very short. What in that area do you do beyond, probably, what
615 we're doing now? And I know that's a difficult question because you don't exactly what we're
616 doing now. But, I mean, we do have assistance with cyber security issues externally. So what do
617 you bring to the table in the cyber security area?

618
619 MR. THOMAS: Great question. I'm going to yield to Mr. Simmons, who's actually our cyber
620 expert.

621
622 MR. SIMMONS: Thank you, Councilman Clay. As Scott said, my name is Matt Simmons. In the
623 area of cyber risk management, I want -- we're not an IT firm, so kinda dispel that piece right
624 there. Our focus is really on more of the risk management side of it. Auditing what your controls
625 are that are in place. Working with you to understand what are best practices, especially, in the
626 view of the insurance marketplace. One of the key components also is leveraging internal
627 resources. Gallagher has a cyber-risk management practice group within it where we have
628 resources ranging from modeling what your actual exposures are in terms of you have an
629 incident, we can model what those numbers are and what those costs look like.

630
631 All the way down to understanding right market partner for the city of College Park because of
632 the resources that are available out there. But the simplest answer of it is, we don't do the IT
633 implementation perspective. It's to take the risk management consulting approach and identify
634 here are potential gaps. Here are areas that other municipalities are finding exposure. And here

635 are the best things you can do to better protect yourself. Insurance is like something everybody is
636 a reactive mechanism, you know, claim happens, pays out. But the risk management is that
637 proactive ongoing review discussion with the IT department, discussion with your vendors, to
638 ensure you are -- we can benchmark you as secure as possible when we look at similar entities.
639 And also prepare you from an insurance perspective for what the care you're looking for.

640
641 COUNCILMAN CLAY: So if you're trying to access our risks in the cyber security area, how
642 are you able to do that if you don't have someone on staff that has computer expertise?

643
644 MR. SIMMONS: So it's a different -- it's a different -- kind of two different things. What we are
645 going to model out for you is what is your exposure from a dollar perspective? You know, what
646 are you buying today, are you buying enough coverage? Are you not running the models what
647 your exposure is out there? Part of that also helping understand what doing an audit of what
648 controls are in place. When I say, we're not the IT firm, I'm not going to bring in -- I'm not going
649 to implement multi-factor authentication in the city of College Park. I don't have the product for
650 you to go out and you purchase that from a separate vendor. I'm going to work with you -- we're
651 going to work with you on the modeling and phishing testing, testing of employees' education
652 throughout, to ensure that, you know, the city is best prepared in the event of --

653
654 COUNCILMAN CLAY: If we take you on as a broker, you would come in and do some
655 assessment of our vulnerability?

656
657 MR. SIMMONS: Correct.

658
659 COUNCILMAN CLAY: But I would think you'd have to somebody on staff that understood the
660 advantage of multi-factor authentication versus having a token device that you could plug into
661 your computer, USB-A port, for example. And say, yeah, you guys really should be having these
662 USB-A tokens that you can plug in, and don't worry about multi-factor authentication, you know,
663 et cetera, et cetera. So I don't understand how you do that if you don't have somebody that knows
664 what multi-factor authentication is and what the pluses and minuses are of having a token versus
665 not having a token, and whether you use 128 bit encryption or 256 encryption, and whether you
666 allow remote access on a private network, et cetera, et cetera. Do you have somebody that you
667 contract with to do that?

668
669 MR. THOMAS: So we're not technology consultants. But to kind of peel back and answer your
670 question is, we're not here to advise you on certain software is better than others. We're going to
671 tell you about what are experiences with the claims that are happening in the world. What are the
672 new threats that are happening? A lot of what we see is not about the technology, it's about the
673 people. It's the training that you have with your staff, your policies and procedures. And, again,
674 we're not technology consultants to look at, well, you need software A versus software B. We
675 can give you some guidance in terms of, you know, what are the underwriters, what do they like
676 to see? Do they want to have that additional encryption or backup, or things like that?

677
678 We do that. We have additional cyber security staff that provides risk management advice. So
679 we're not a technology provider. We are a risk management provider which we're going to help --

680
681 COUNCILMAN CLAY: You do have people that understand --

682
683 MR. THOMAS: Yes, we do have people --

684
685 COUNCILMAN CLAY: -- multi-factor authentication and the advantage of 256 versus 128?
686
687 MR. THOMAS: Yes. That's Mr. Simmons, his role is. He understands technology so that we can
688 interpret from, we have this type of system, and this type of procedure is in place, to put it in
689 layman's terms.
690
691 COUNCILMAN CLAY: So if we sign up with you guys, how many hours of staff analysis on
692 your part do we get as part of our contractual agreement?
693
694 MR. THOMAS: In our agreement, we agree to our risk assessment, our risk quantification, and
695 our general consulting -- again, we're not a technology provider that we're done on an hourly
696 basis. We price our services based off a general account. The best thing about risk management
697 is, it could be where it could be two hours, it could be where it's 12 hours. We have an idea of
698 what our typical account, what the needs are and what we provide. We think you're going to get
699 more value with us than you would have with any other broker. And our clients would attest to
700 that.
701
702 COUNCILMAN CLAY: I talked about cyber security because that's an area that I know
703 something about. But there's -- or have insurance for our police officer automobile insurance, for
704 example, right? That's going to be part of this package that you're going to broker for us with
705 company a, b, or c.
706
707 MR. THOMAS: That's correct.
708
709 COUNCILMAN CLAY: So, similarly, do you look at what are the best standards for driver
710 training and risk management in that area, as well?
711
712 MR. THOMAS: Absolutely, yes.
713
714 COUNCILMAN CLAY: And fire insurance and so forth. So you guys know what others are
715 doing. You know what sort of a Cadillac of your customer is, and you can assess our risk based
716 against those standards?
717
718 MR. THOMAS: Correct. We believe in risk quantification and qualification.
719
720 COUNCILMAN CLAY: The reason I'm asking the tough question is, you were not the lowest
721 bid.
722
723 MR. THOMAS: Absolutely, we were not. We are the best value based off of our other clients'
724 experiences and our client retention rate is higher than industry average. We are not the cheapest.
725 We don't believe that risk management --
726
727 COUNCILMAN CLAY: Believe me I'm not looking for the cheapest.
728
729 MR. THOMAS: I know, I know. That's also my point is we provide a value based off -- it's
730 trying to avoid having a claim uncovered, or not having the right insurance in place, or not
731 having the right procedure in place that leads to a claim. With our experience, we're going to
732 help identify that and fix it, if there are any issues.

733
734 COUNCILMAN CLAY: Okay. Thank you. I'm good.
735
736 MAYOR MOTLEY BROOM: Thank you, Councilman Clay. Councilman Carn?
737
738 COUNCILMAN CARN: All right. Thank y'all for coming out. I was looking at your packet
739 here, I guess, I want to kind of know some of the history of where this came from. So Dr. Baker,
740 well, I guess, my first question, I'm assuming these are Dr. Baker, or Stanley, brought you into
741 the city? What was your initial contact? How did you find your way into our neighborhood, I
742 guess, that's the question I want to ask you, more or less?
743
744 MR. THOMAS: I've known Dr. Baker for quite a while, having been in the sector. But also Mr.
745 Duhart had some existing relationships with some of your staff, including Dr. Baker, and brought
746 us in to have a meeting.
747
748 COUNCILMAN CARN: Okay. Because our City Manager Stanley, he's recently started about a
749 month ago so I didn't know if he had brought you in, or this had come from another longer
750 standing relation. Okay. That answers that question. So there was an RFP for this, Dr. Baker?
751
752 DR. BAKER: Yes, it was.
753
754 COUNCILMAN CARN: Did we previously get that information? Because I didn't see it in my
755 packet in terms of who responded.
756
757 MAYOR MOTLEY BROOM: It's in the regular session packet.
758
759 COUNCILMAN CARN: Okay. It's in the regular session packet. Okay. And this is a
760 recommendation. The risk management services, is that something that we currently don't have
761 in a sense in terms of brokerage outfit to handle that?
762
763 DR. BAKER: No, sir. We currently have risk management services being provided by Apex
764 Insurance. If you remember last year, Apex came before you and there was a situation with the
765 former City Manager as she brought in a different firm. I took the approach, Apex has been with
766 us at least 13 to 20 years. And I felt that it was time to look at other outfits and that's why we
767 took out and got a bid. And, ultimately, Gallagher won the bid.
768
769 COUNCILMAN CARN: I remember what happened with Apex. So this is the recommended
770 replacement for Apex?
771
772 DR. BAKER: Yes, sir.
773
774 COUNCILMAN CARN: Okay. Got it, got it. I think based on our historical claims and some of
775 the things we've been through over the years that I believe there's some issues, definitely. I
776 believe that we're often taken advantage of. And I'm sure we wouldn't be the first city, I'd
777 imagine, if you've been doing this for a while. But have there been instances that you could say
778 where we have found out that we were over insured or under insured in terms of risk? Have we
779 seen that historically here?
780
781 MR. BAKER: I would say in some instances -- and this is just looking at it from a very high

782 level -- that we may be paying for coverages that we don't necessarily need.

783

784 COUNCILMAN CARN: All right. And to Ambrose's question, I guess, overall, my question
785 would be, you know, without all the long division, what percentage of your -- what you'll be
786 giving us is IT related, I guess, you could say? Ballpark? You've done -- have you kind of
787 assessed, essentially, what we got here?

788

789 MR. THOMAS: We've done a preliminary review. And the cyber security part, we'd probably be
790 about the first year probably, 15, 20 percent of the time. And it would scale down to somewhere
791 between 5 and 10 percent. A lot of the time is going to be looking at your historical performance,
792 analyzing your claim experience, reviewing your policies and procedures, your current insurance
793 policies, looking at the detail, as well as looking at your property schedule, and budget all these
794 other things.

795

796 COUNCILMAN CARN: So Apex was providing us these same services for somewhere around
797 the same price? Where was Apex's price point compared to the bids that we got in and compared
798 to them?

799

800 DR. BAKER: Apex, as far as price point, was 75,000.

801

802 COUNCILMAN CARN: Just a flat fee per year?

803

804 DR. BAKER: That was a flat fee, but at the same time, we still have to pay for insurance, for
805 those various -- those various --

806

807 COUNCILMAN CARN: Well, we got to buy the insurance.

808

809 DR. BAKER: Yeah, we have to buy the insurance is what I'm trying to say, yeah. But they were
810 75 and Gallagher was 140.

811

812 COUNCILMAN CARN: So they almost doubled. And the benefit for double is? What are we
813 getting for that double?

814

815 DR. BAKER: More innovation, more creativity, better options. I think this organization, or this
816 agency, will be able to provide education more so for our staff, but also for the city employees
817 around how to mitigate our risks. And I don't think that's happened since I've been here.

818

819 COUNCILMAN CARN: So your standard broker contract, in terms of just general terms, is it
820 year to year? What are they proposing?

821

822 DR. BAKER: Yes, sir, year to year.

823

824 COUNCILMAN CARN: With how many options and whose options? Are they mutual options?

825

826 DR. BAKER: I'm not sure if I'm understanding your question.

827

828 COUNCILMAN CARN: Well, you can have a year to year contract, but it can be an automatic
829 renewal with their option, for instance.

830

831 DR. BAKER: Those terms would need to be addressed. We haven't got to that point yet. But
832 that's something that can be discussed.
833
834 COUNCILMAN CARN: And you all don't have a general boiler plate term that you do with
835 municipalities, generally?
836
837 MR. THOMAS: We do. We have a standard contract.
838
839 COUNCILMAN CARN: What's the normal look like?
840
841 MR. THOMAS: The norm, in terms of what provisions?
842
843 COUNCILMAN CARN: Terms.
844
845 MR. THOMAS: It's going to be similar to a professional services agreement.
846
847 COUNCILMAN CARN: So year to year?
848
849 MR. THOMAS: That's correct.
850
851 COUNCILMAN CARN: With mutual options?
852
853 MR. THOMAS: Mutual, in what regard?
854
855 COUNCILMAN CARN: Well, if the city wants to go to the next year, we go. We decide, you
856 know, as to your mutual options, not just a one-sided option.
857
858 MR. THOMAS: Yes, very mutual.
859
860 COUNCILMAN CARN: That answers that. Last question I had was --
861
862 MR. THOMAS: I want to address one other thing about, you know, the value, it's total cost of
863 risk. It's not insurance premium. It's total cost of risk. And that includes underinsured losses. And
864 that's something that we want to calculate. In our experience in taking over accounts from other
865 brokers, they would be the ones that would tell you, wow, we didn't know that we didn't have
866 this, or, wow, we didn't know that we could do that. That's the wow factor that we're going to
867 bring in terms of enlightenment and education.
868
869 COUNCILMAN CARN: And what I was looking for overall is, you know, someone explaining
870 to me how you can quantify the price increase, which, again, you know, that doesn't mean that
871 it's not a great idea. But the price increase in terms of quantifying the benefit we get for --
872
873 MR. THOMAS: My understanding is your current broker is paid on commissions.
874
875 DR. BAKER: That's correct.
876
877 MR. THOMAS: And so, therefore, you're actually go to get -- you're actually going to pay less in
878 broker compensation if you go with Gallagher or Apex in this next year.
879

880 COUNCILMAN CARN: So the 75,000 wasn't a flat fee from Apex?

881

882 MR. THOMAS: In the prior years, no.

883

884 DR. BAKER: In the prior years; no, sir.

885

886 COUNCILMAN CARN: Okay. I thought --

887

888 DR. BAKER: In the prior years, no, it was added into the cost for our total insurance packet.
889 This year, during the bid process, they gave us an annual fee of 75,000 -- an annual fee of
890 75,000.

891

892 COUNCILMAN CARN: And that's from putting the bid out.

893

894 DR. BAKER: Yes, sir.

895

896 COUNCILMAN CARN: When you put out RFP's, it definitely changes things. And that's always
897 a good idea to put them out. Okay. Well, that answers my questions.

898

899 MAYOR MOTLEY BROOM: Councilman Allen?

900

901 COUNCILMAN ALLEN: Well, Dr. Baker, we talked this afternoon, and I really like the
902 proactive approach. I think you take that approach, you get buy in from the people in the city and
903 can help out with accidents and how to prevent those. I just think the buy in is so much better
904 being proactive than waiting and then being reactive or not responding at all. So a proactive
905 approach, to me, means an awful lot. I appreciate that Dr. Baker. I appreciate you always
906 answering questions and getting with me this afternoon. That's all I had. Thank you very much
907 for being here.

908

909 MR. THOMAS: Thank you.

910

911 MAYOR MOTLEY BROOM: Councilman Gay?

912

913 COUNCILMAN GAY: I just have two questions. You may have already answered it, but there
914 was an interest in doing -- covering the cyber. Is that option open for contractors to join with
915 y'all? How would they?

916

917 MR. THOMAS: In what regards to contractors in terms of?

918

919 COUNCILMAN GAY: Cyber security.

920

921 MR. THOMAS: In terms of the security portion?

922

923 COUNCILMAN GAY: Yes.

924

925 MR. THOMAS: That's going to be a technology service. And that's something that we do not
926 provide.

927

928 COUNCILMAN GAY: Understood. So how does those providers -- how do we join them, Dr.

929 Baker?

930

931 MR. THOMAS: We can connect in terms of how we -- we provide oversight from a risk
932 management perspective. When you have technology providers, what are your contract
933 provisions when it comes to indemnity, hold harmless. What kind of insurance requirements do
934 they have? We spend a lot of time in the last two years working on modernizing our insurance
935 requirements to service providers, contractors, and independent contractors.

936

937 COUNCILMAN GAY: So we're going to write that separate?

938

939 DR. BAKER: I think -- correct me if I'm wrong, Councilman Gay -- I think what he's asking is,
940 if you have a person or group that is interested in perhaps bidding services for cyber security.

941

942 COUNCILMAN GAY: That's exactly.

943

944 MR. SIMMONS: And thank you for that question. Actually, Gallagher has a network of partners
945 throughout the country that we leverage. And really when it boils down to everything, once we
946 peel back the layers and the onion with your staff, we can help identify who's the right partner to
947 come out here. We partner with RiskVersity and Cybersure which is part of Gallagher Connect
948 Partners Program. The Connect Partners Program is a mission and a program around NBWB
949 minority business enterprises. It's our internal DEI program. So we identify specific partners and
950 that's one of the top ones that we work with. Lawrence Jones, he's out of Columbus, Ohio.

951

952 COUNCILMAN GAY: So how can a minority partner, local, participate with y'all? What is the
953 process?

954

955 MR. SIMMONS: If you're interested in something like that.

956

957 COUNCILMAN GAY: Not me, but we were contacted.

958

959 DR. BAKER: I met with a group, and that group has expressed interest.

960

961 MR. SIMMONS: Oh, absolutely. I mean, yeah, it's very simple. If you have somebody that you
962 want us to look at, we'll look at them; absolutely.

963

964 COUNCILMAN GAY: Okay.

965

966 MR. SIMMONS: We work for the city. And so, if you have a partner that you would like for us
967 to work with, we can evaluate and provide recommendations based off that.

968

969 COUNCILMAN GAY: You may have already answered, and just the short version. What type
970 of risk assessment will the city get?

971

972 MR. SIMMONS: That could be a long answer.

973

974 COUNCILMAN GAY: No, just the short version.

975

976 MR. SIMMONS: In terms of -- there's several different areas that they can go through. Some of
977 it is doing property inspection, identifying what is your property risk. Doing fleet cap analysis on

978 your automobiles, in terms, are there opportunities to lessen auto accidents. Worker's comp, slip,
979 trip and falls, you know. We have an entire -- the second slide in here talked about it. The third
980 slide talked about improving the risk profile. We review your historical data, step one. And then,
981 actually we'll discuss with the City Manager, Mayor, Council Members, identifying and develop
982 what's called a risk map, a heat map, to identify, hey, where are your biggest concerns of risks?
983 And from there, we identify where are the areas that we want to get involved in first. It's kind of
984 a triaging.

985
986 MR. THOMAS: A good example is, the city of Hapeville has been a client for a while of taking
987 a look at, and you're right next to a very large airport. What are the exposures that we have being
988 next to a large airport? And if there was a major incident that happened there, what's the impact
989 to your city and your budget? So we will annualize that.

990
991 COUNCILMAN GAY: And will we get this like on the start -- when y'all get started?

992
993 MR. THOMAS: Yes.

994
995 COUNCILMAN GAY: Will you provide us a risk assessment?

996
997 MR. THOMAS: Correct. It'll be documented, and we will document all the services that we
998 provide. We'll tell you what we're going to do for you. Then once we do it, we're going to recap
999 what we did for you.

1000
1001 COUNCILMAN GAY: And may I recommend that our -- we need asset management. I don't
1002 know that we have that. I mean, I think things just go out of here and we don't know what's what.

1003
1004 MR. THOMAS: We can help tackle in terms of your assets, if you have a fixed asset report, we
1005 can review it and we'll --

1006
1007 COUNCILMAN GAY: By department, okay.

1008
1009 MR. THOMAS: That's fine. Whatever you want to take, it'll be on green paper. We'll take a look
1010 at it and assess should we insure these buildings or structure or infrastructure, or should we
1011 self-insure it, or even is it insurable? So that's part of what our due diligence that we do.

1012
1013 COUNCILMAN GAY: Thank you.

1014
1015 MAYOR MOTLEY BROOM: Thank you so much. We'll move on to discussion of the consent
1016 agenda. Thank you, gentlemen for coming.

1017
1018 **3. Discussion of the Consent Agenda.**

1019
1020 **a. Replacement of Digital Room Display Information System at the Georgia**
1021 **International Convention Center.**

1022
1023 MAYOR MOTLEY BROOM: Thank you so much. We'll move on to discussion of the consent
1024 agenda. Thank you, gentlemen for coming. Any questions for Ms. Miller on Item 3(a) which is
1025 replacement of the digital room display information system at the Georgia International

1026 Convention Center. Councilman Clay?

1027

1028 COUNCILMAN CLAY: I got my one question answered, but I do want to pass the answer
1029 along. And that was, if for some reason we used a different selection mechanism for bookings
1030 and so forth -- the booking mechanism interfaces with these pieces of equipment. And so, my
1031 concern was what happens if we change the booking mechanism, will the booking mechanism
1032 that we use in place of it, will that work with this equipment? And the answer was yes. So I'm
1033 good. But I wanted to repeat that because I thought that was a major concern. This is a big
1034 investment and I don't want it to be obsoleted because all of a sudden, we decide we want a
1035 different type of booking software or what have you. Did I say that right?

1036

1037 MS. MILLER: Correct.

1038

1039 MAYOR MOTLEY BROOM: Councilman Carn, any questions?

1040

1041 COUNCILMAN CARN: So this is the new set for everywhere. I remember we've gone through
1042 -- I guess this will be the third reincarnation since the original lime green dotmatrix that we
1043 originally had; right?

1044

1045 MS. MILLER: The lime green is kind of the frame for the digital board.

1046

1047 COUNCILMAN CARN: Because I remember we opened the Center with one type of deal and
1048 that's long gone. Because I remember there was another upgrade we approved at some point or
1049 another. My big worry about this is just warranty, what kind of warranty, and what's the expense
1050 of software upgrades when we ultimately look for the upgrades and the upgrades racket starts
1051 going, what that's going to cost us?

1052

1053 MS. MILLER: There is a year warranty with this. And afterwards, if we want the warranty
1054 afterwards, it's about \$39,000. That was part of our problem with the last software we got. We
1055 bought the new technology and the new software, but we didn't -- they didn't have any upgrades
1056 and we didn't pay for any warranties. And I think when you spend this amount of money that you
1057 should get a warranty for what you spend it on.

1058

1059 COUNCILMAN CARN: So the warranty, you said it's going to cost \$39,000?

1060

1061 MS. MILLER: Approximately.

1062

1063 COUNCILMAN CARN: Is that each and every year?

1064

1065 MS. MILLER: That's after the first year.

1066

1067 COUNCILMAN CARN: So how long does that \$39,000 take us?

1068

1069 MS. MILLER: Do you mind if I pull it up?

1070

1071 COUNCILMAN CARN: I'd like -- yeah, I'd like to know what it is if it's only one year or if it's
1072 five year or ten year. I'm hoping that it's more than one year.

1073

1074 MS. MILLER: \$39,000, it's per year. But that includes if anything is torn up, they come out to

1075 repair it, they fix it, they doctor on it. And right now, we didn't get this with the last system. So
1076 any time those systems needed repair, we had to do them in-house. And I think that's a mistake
1077 when you spend this amount of money for a building our size.

1078
1079 COUNCILMAN CARN: I agree. I don't know why we wouldn't get the warranty the last time.
1080 We probably should have. So the 39,000, that covers the software upgrades too? That's all in
1081 cost?

1082
1083 MS. MILLER: Yes.

1084
1085 COUNCILMAN CARN: All right.

1086
1087 MAYOR MOTLEY BROOM: Councilman Allen?

1088
1089 COUNCILMAN ALLEN: We talked this afternoon. I appreciate the upgrades that's needed. You
1090 attend more conventions than any of your team, I guess. And you all know what we're looking
1091 for and what we need, so I defer to you all expertise on this. But thank you very, very much for
1092 answering my questions earlier.

1093
1094 MAYOR MOTLEY BROOM: Councilman Gay?

1095
1096 COUNCILMAN GAY: No questions.

1097
1098 MAYOR MOTLEY BROOM: Thank you, sir.

1099
1100 **b. Request for approval for Emergency Repair to rehabilitate a 65 feet section**
1101 **of 36 inches of Corrugated Metal Storm Sewer Pipe under Sullivan Road in**
1102 **the amount of \$34,200.00 to Federal EC, LLC.**

1103
1104 **c. Request for approval to replace the damaged sanitary sewer main located at**
1105 **Park Terrace. The cost for this reconstruction is \$37,450. Kemi Construction**
1106 **Company, our On-Demand contractor will make the repair.**

1107
1108 MAYOR MOTLEY BROOM: Both Items 3(b) and 3(c) are of the Public Works variety. So if
1109 there are questions for Mr. Lewis on either one of these, we will go ahead and start with
1110 Councilman Clay.

1111
1112 COUNCILMAN CLAY: I'm just glad we're getting the work done, Tim.

1113
1114 MR. LEWIS: Thank you.

1115
1116 COUNCILMAN CLAY: I have no questions. It all makes sense to me.

1117
1118 MAYOR MOTLEY BROOM: All right. Councilman Carn?

1119
1120 COUNCILMAN CARN: Hey Tim, I didn't have anything on this one. How soon will it be done?

1121
1122 MR. LEWIS: They're going to put us on the schedule and I'll keep you guys updated once they
1123 start.

1124
1125 COUNCILMAN CARN: All right.
1126
1127 MAYOR MOTLEY BROOM: Councilman Allen?
1128
1129 COUNCILMAN ALLEN: No questions.
1130
1131 MAYOR MOTLEY BROOM: Councilman Gay?
1132
1133 COUNCILMAN GAY: The only question I have is, it's not related to these three, but the repair
1134 on Hershel -- not on Hershel, but Janice, is that going to be done in-house, or are we going to use
1135 an on-call company?
1136
1137 MR. LEWIS: We're actually working on that now. We done made it three taps and we're just
1138 waiting on the material. We made it three taps on Yates Road.
1139
1140 COUNCILMAN GAY: Thank you.
1141
1142 COUNCILMAN CARN: Tim, one other question: With the 36 inch pipe, is there some reason
1143 why on-calls -- is the Federal EC, are they one of the on-calls?
1144
1145 MR. LEWIS: No, sir. What we're going to do, instead of tearing the street up, they're going to
1146 come out and put like a coating on in the inside.
1147
1148 COUNCILMAN CARN: So this is the reason why our two on-calls, they don't have this in --
1149 they don't have the abilities to do this?
1150
1151 MR. LEWIS: No, sir.
1152
1153 COUNCILMAN CARN: Okay.
1154
1155 MAYOR MOTLEY BROOM: All right. So that concludes our workshop session. We'll see
1156 everyone at 7:30.

1157
1158 **CITY OF COLLEGE PARK**
1159
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1165 _____
Bianca Motley Broom, Mayor
1166

1167 **ATTEST:**
1168
1169
1170

1171 _____
1172 **Shavala Ames, City Clerk**