



**CITY OF ALPHARETTA
DEVELOPMENT AUTHORITY**

APPLICATION FOR REVENUE BOND INDUCEMENT LETTER

GENERAL DESCRIPTION

Application Fee of \$500.00 Paid: Yes ☒ No ☐

Date: 11 / 9 / 2020

Name of Applicant: Cognia, Inc. (previously known as Advance Education Inc.) Phone: 603-285-7230

Name of Property Owner if different: _____

Address: (1) Home Office: _____

(2) Local Office: 9115 Westside Parkway
Alpharetta GA 30009

Business to be conducted in Alpharetta: Non-Profit 501c3 Educational Services

General description of proposed project, including location: The worldwide headquarters of Cognia, Inc. comprising
completed facilities and related improvements located on approximately 5.5 acres at 9115 Westside Parkway in the city of
Alpharetta GA.

(STREET ADDRESS IF AVAILABLE)

Is land under option or contract? Yes ☐ No ☒

FINANCING

Proposed size of bond issue: \$ 13,600,000.00 usd

Type of Issue: Small Issue ☐ 501(C)(3) ☒ Refinancing ☐

Other ☒ Describe: The refunding of two outstanding series of tax-exempt bonds to be privately placed
with United Community Bank.

PLEASE FURNISH THE FOLLOWING INFORMATION AS SOON AS KNOWN:

Underwriter name and address, Lender(s) name and address, Name and address of Bond Counsel and/or Company Attorney.

UCBI, 4356 South Lee Street, Buford, GA 30518; Bank's attorney Stewart, Melvin & Frost LLP, 200 Main St SW #600, Gainesville, GA 30501; Holland &
Knight, 1180 W Peachtree St NW STE 1800 Atlanta GA 30309; Alston & Bird, Glenn Thomas 1201 West Peachtree Street, Atlanta GA 30309

I attest that I have read and understood the questions contained herein and that the responses I have provided are accurate, to the best of my knowledge.

Sworn to and subscribed before me this
9th day of November, 2020.

ndia addu
Notary Republic

Kenneth I. Bergman
Name of Applicant (please print)

KTB
Signature of Applicant





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PROJECT OVERVIEW

1. Project Title: Cognia, Inc. (Corporate Buildings)
2. Size of property and legal description, if known: As built documents attached as this is for a refinancing only
Property ID: 12-2600-0689-330-4 and 331-2
3. Size of facility: See attached.
4. Number of employees: 88

Percentage of employees that are anticipated to be North Fulton residents: _____
5. What are the volumes and peak hours of traffic projected as a result of this proposal? current use

6. Number of parking spaces: see attached
7. Please estimate the project's expected impact on Utilities: current use
 - a. Schools: _____
 - b. Water: _____
 - c. Police: _____
 - d. Sewer: _____
 - e. Fire: _____



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8. The City of Alpharetta desires to create an ongoing relationship with the applicant. Does the applicant wish to partner in the City of Alpharetta through sponsoring of special events, arts initiatives, parks and recreation programs, or City sponsored sports leagues?

Yes X No _____

Which program(s) and initiatives will the applicant desire to support within the City of Alpharetta?

TBD

What ongoing yearly dollar figure may be associated with your investment?

TBD

Inclusive of their contact information and email address; who is the appropriate contact for the City to contact within your organization?

Kenneth Bergman, COO and CLO
Name and Title

678-464-8874
Cell Phone Number

ken.bergman@cognia.org
Email Address

9. Does the applicant wish to partner with Fulton County Schools that benefit Alpharetta residents?

Yes X No _____

What program(s) within the Fulton County School System would the applicant?

TBD

What yearly dollar figure may be associated with your investment?

TBD

Inclusive of their contact information and email address, who is the appropriate contact for the city to contact within your organization.

Kenneth Bergman, COO and CLO
Name and Title

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PLEASE SUBMIT:

- 1. A ONE PAGE PROJECT SUMMARY**
 - 2. A DETAILED DESCRIPTION OF THE PROJECT**
 - 3. ATTACHED CERTIFIED FINANCIAL STATEMENTS FOR THE LAST THREE (3) YEARS, OR GIVE AN EXPLANATION AS TO WHY THE SAME ARE NOT AVAILABLE.**
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FOR STAFF USE

1. What is the current zoning for the site? _____ Proposed Zoning? _____
2. What is the current Land Use indicated in the Comprehensive Plan for the site? _____

3. What is the proposed Land Use? _____



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CRITERIA FOR PRIORITY RANKING OF DEVELOPMENT AUTHORITY REVENUE BOND FINANCING PROJECTS

The criteria below will be used as a general guideline by the Alpharetta Development Authority in evaluating and setting priority ranking for proposed revenue bond financing projects.

1. The Project's benefits to the City outweigh the costs.
2. The Project is consistent with the Comprehensive Plan.
3. The Project contributes to augmenting the quality of life in Alpharetta through elements such as the following:
 - a) it contributes to recreation, cultural and/or educational opportunities;
 - b) it enhances community spirit and awareness;+
 - c) it significantly increases employment;
 - d) it increases property and/or sales tax revenue;
 - e) it enhances Alpharetta's image as a signature city;
 - f) it furthers the City's objective of being a full-service community;
 - g) it remains consistent with the environmental standards set by the City of Alpharetta.
4. The Project does NOT materially adversely affect the quality of life in Alpharetta through elements such as significantly increase traffic in congested areas during peak periods.
5. The Project helps achieve balance by adding to an area or sector currently underserved by existing businesses in Alpharetta.

Project Description

Cognia, Inc., a 501(c)(3) headquartered in Alpharetta, Georgia is seeking to refinance its indebtedness on its property located at 9115 Westside Parkway, Alpharetta GA 30009. Cognia is seeking to refinance debt securities currently held by Wells Fargo Bank in the approximately amount of \$13,600,000 through United Community Bank. The financing was used to construct two LEED Certified buildings in Alpharetta, GA. The two buildings have a combined square footage of 100,000 sq. ft. +/- The headquarters currently provides the permanent work location of 88 staff members, plus training and conference space. The training and conference space has been utilized by a number of local education and civic organizations.