



For more information, contact  
Cal Wray at 706.284.5610.

## Augusta Economic Development Authority Names Timothy McFalls, Sr. as Manager of Commercial and Retail Development

(For Immediate Release – November 2018) The Augusta Economic Development Authority continues to build their team for the improvement of Richmond County and the Augusta Region. Timothy McFalls, Sr. has been named Manager of Commercial and Retail Development for the EDA and will begin immediately.

“Determining the right fit for this position was critical for the added recruitment for the EDA and the “underserved areas” of Richmond County. I look forward to working with Mr. McFalls to create a plan that leads to added jobs, investment, and citizen satisfaction with the offerings for retail and commercial enterprise in Richmond County,” according to Cal Wray, President of the EDA. “I believe we are on the right track to accomplish our goals in this endeavor with our newest addition.”

The position is responsible for developing, directing, and coordinating programs for new and existing retail and commercial business investments within Augusta and Richmond County. The position is a combined sales, marketing, and project management position, requiring skills in both lead generation and deal closing. While this position is an employee of the EDA this is a collaboration between the Augusta Commission and the EDA. The two have partnered for this effort over the next 5 years with the Commission helping to fund Retail and Commercial Development. “We are excited by this partnership and the added value that the EDA will now bring to commercial and retail recruitment along with our track record of recruiting manufacturing, technical, and industrial jobs to our community,” said Henry Ingram, Chairman of the EDA’s Board of Directors. Retail Committee Chairman and Commissioner Sammie Sias added, “This effort has been in the works for many years, and I am excited for the Commission and EDA to take the next step for the recruitment of retail and commercial investments in the areas of our community that desire and can support these types of investments. This is a process that will play out over the course of years as we continually look to improve our community.”

“The AEDA Board of Directors recognizes the importance of retail and commercial business in our area, and I look forward to helping to create the vision and implementation for our recruitment to be successful,” says McFalls. “I appreciate the opportunity to work with the EDA team, local governments and community leaders and citizens to serve as a liaison for solutions to issues that may be impacting the local retail economy.”

Wray was named to the top economic development post in January of this year. Michael Norris was named project manager for the EDA in April. Cheney Thomasson was named existing industry coordinator in July. With this hire, the EDA is closing in on a full staff with one additional position to be filled in 2019.

### **Contact Info**

Timothy McFalls, Sr.  
Manager of  
Commercial and Retail  
Development  
Augusta Economic  
Development Authority  
Historic Enterprise Mill  
Suite 560  
Augusta, GA 30901  
[tmcfalls@augustaeda.org](mailto:tmcfalls@augustaeda.org)  
Office: 706.821.2979  
Cell: 706.833.0624

The Augusta EDA’s mission is to seek new investments and jobs for Augusta and to aide existing businesses undergoing capital expansions and job growth. The organization provides bond financing, tax abatement and other incentives for businesses based on certain guidelines. The EDA is Augusta’s key contact for the Georgia Department of Economic Development, and statewide economic development partners like Georgia Power Company and Georgia EMC. The EDA also works with other stakeholders including industry leaders, developers and site selection consultants.