



## Murray County Industrial Development Authority Selects Eli Falls as President and Chief Executive Officer



(Chatsworth, Georgia) Members of the Murray County Industrial Development Authority have voted unanimously to select Eli Falls, an economic development professional with experience on a national level, to the position of president and chief executive officer. The Chason Group was retained to lead the executive search.

“The IDA was looking for someone with experience in the economic development field working with companies and who also wanted to be a part of a rural community,” according to Steve Smith, chair of the IDA and manager of Chatsworth Water Works. “Eli brings that experience to Murray County and understands the role existing industries and the Appalachian Regional Port play in our regional economy.”

### New Contact Information

Eli Falls  
President and CEO  
Murray County  
Industrial Development Authority  
P.O. Box 766  
126 N 3rd Ave  
Chatsworth, GA 30705  
(O) 706.695.6060  
(C) 706.980.0621  
[elif@murraycountyida.com](mailto:elif@murraycountyida.com)

For the past five years, Falls has served as industrial development manager for Norfolk Southern Corporation in Saint Louis, Missouri. He was responsible for business and economic development in Illinois, Missouri and Iowa.

Falls started his career in 2011 with the railroad as a co-op student in Norfolk Southern’s Atlanta, Georgia office. Other positions he has held include management trainee in Norfolk, Virginia and development engineer, Norfolk Southern System – Eastern US in Atlanta.

The father of two is no stranger to north Georgia. He and his wife met while attending high school in Fannin County. Falls graduated from Southern Polytechnic State University in Marietta with a Bachelor of Science in Civil Engineering Technology.

“The opportunity to return to north Georgia and be a part of economic development on a local level is very exciting,” Falls says. “Norfolk Southern has provided me with an excellent opportunity to learn and grow over the past nine years. I look forward to putting those skill sets to good use in Murray County.”

The primary mission of the IDA is to provide support and maintain existing industries in the community and attract new investments. The organization is funded in part by the local governments of Chatsworth and Murray County. Private investments are also a part of the financial make-up of the organization. Chatsworth, the county seat of Murray County, is a part of the Dalton, Georgia MSA. The county has a population of over 40,000 citizens. Chatsworth is located approximately 45 miles from Chattanooga,

Tennessee and 85 miles from Atlanta, Georgia. The community has a strong base of existing industries. Long-time employers include Mohawk Industries, Shaw Industries, Chilewich Sultan and Cimbar Performance Minerals. Huali Floors and General Electric Appliances have invested in new operations in Murray over the past few years.

Falls was voted upon by the authority after the required 14-day waiting period as specified in Georgia law for public authorities. He and his family will be relocating to the Murray County area in January. His first day at the office is scheduled for January 4.

In a move to identify professional candidates to fill the role, the board engaged The Chason Group to lead the executive search process. The firm specializes in executive searches for economic development organizations, chambers of commerce, foundations and other non-profits.