

AGENDA
Camden County Joint Development Authority
Thursday, February 14, 2019 at 9:00 a.m.
531 N. Lee St.
Kingsland, Georgia

1. Call to Order- Chairman Jeff Barker
2. Invocation and Pledge
3. Public Welcome and Introduction
- ★ 4. Amendments to and Adoption of Agenda
- ★ 5. Approval of the Minutes of the January 10th Meeting
- ★ 6. Treasurer's Report
7. Business Plan & Budget Committee Report Out
8. Executive Director's Report
- ★ 9. Executive Session- Real Estate
- ★ 10. Adjourn Meeting

Please be advised that this agenda is subject to amendments.

- ★ *Items requiring a vote.*

As set forth in the American with Disabilities Act of 1992, Camden County does not discriminate, on the basis of disability, and will assist citizens with special needs, give proper notice. Please contact Camden County Joint Development Authority office by 5:00 PM the day before the scheduled meeting for assistance. We can be reached at (912) 729-7201

**Minutes of the Regular Meeting of the
Board of Directors of the Camden County
Joint Development Authority
February 14, 2019**

The Board of Directors of the Camden County Joint Development Authority held a regular meeting in the Kingsland North Center conference room in Kingsland, Georgia, on February 14, 2019. There were present and participating at the meeting the following board members: Jeff Barker, Rachel Baldwin, Farran Fullilove, Burford Clark, Jim Lomis and CB Yadav. Board members Tanya Glazebrook, Sheila Sapp and Louise Mitchell were absent. Also in attendance were James Coughlin, Darren Harper, Stephanie Loveland and Dave Reilly.

The meeting was called to order by the chairman at 9:00 a.m.

Amendments to and adoption of agenda: A motion was made by Mr. Clark, seconded by Mr. Fullilove, to adopt the agenda. The board voted unanimously to approve the motion.

Approval of the minutes of the December 13th Regular Meeting: A motion was made by Mr. Yadav, seconded by Mr. Lomis, to approve the minutes of the January 10, 2019 meeting. Mr. Clark abstained from voting due to not being present at the last board meeting. The board voted to unanimously to approve the motion; a copy of the minutes is attached.

Treasurer's report: Mr. Lomis reported on the year to date financials. A motion was made by Mr. Fullilove, seconded by Mr. Clark, to accept the treasurer's report. The board voted unanimously to approve the motion; copies of the financials are attached.

Business Plan & Budget Committee Report Out: Mr. Fullilove reported that the Business Plan & Budget Committee met with committee members; Ms. Baldwin, Ms. Mitchell & Mr. Yadav along with staff; James Coughlin and Stephanie Loveland. A draft will be presented to the board at the next board meeting which will be held on March 14, 2019 then will be approved at the April 11th board meeting.

Executive Director's Report: Mr. Coughlin gave a detailed verbal and written report on his activities during the past month, along with current initiatives and projects. A copy of the written report is attached.

Executive Session: The chairman announced the purpose of the executive session on the agenda was to discuss Real Estate. A motion was made by Mr. Lomis, seconded by Mr. Fullilove, to go into executive session to discuss real estate at 9:24 a.m. The board voted to unanimously to approve the motion.

A motion was made by Mr. Lomis, seconded by Mr. Yadav, to come out of executive session at 10:26 a.m. The board voted to unanimously to approve the motion

Adjourn:

A motion was made by Mr. Lomis, seconded by Mr. Fullilove, and approved unanimously to adjourn the meeting at 10:42 a.m., at which time the meeting was adjourned.

CAMDEN COUNTY JOINT DEVELOPMENT AUTHORITY

By: Jeff Barker
Chairman

Date: 3/14/19

By: [Signature]
Secretary/Treasurer

Date: 3/14/2019

**Minutes of the Regular Meeting of the
Board of Directors of the Camden County
Joint Development Authority
January 10, 2019**

The Board of Directors of the Camden County Joint Development Authority held a regular meeting in the Kingsland North Center conference room in Kingsland, Georgia, on January 10, 2019. There were present and participating at the meeting the following board members: Jeff Barker, Rachel Baldwin, Tanya Glazebrook, Sheila Sapp, Farran Fullilove, Louise Mitchell, Jim Lomis and CB Yadav. Board member Burford Clark was absent. Also in attendance were James Coughlin, Darren Harper, Stephanie Loveland, Stan Fowler, Jill Helton and Dave Reilly.

The meeting was called to order by the chairman at 9:00 a.m.

Recognition of Outgoing Board Members & Welcomed Newly Appointed Board Members:

The chairman presented a plaque on behalf of the Authority to Mr. Fowler in appreciation for his 20 years of service as Secretary-Treasurer of the board. The chairman also recognized Mr. Blount for his 2 years of service as Vice-Chair of the board, Mr. Blount was not in attendance. A copy of Mr. Blount's resignation letter is attached.

The chairman recognized new board members C.B Yadav, appointed by the Camden County Board of Commissioners to the expired term of Mr. Fowler's term of post 1, expired December 31, 2018 and James B. Lomis, appointed by the Camden County Board of Commissioners to the vacated term of Mr. Blount's term of post 2. Copies of the appointment letters are attached.

Amendments to and adoption of agenda: A motion was made by Mr. Fullilove, seconded by Ms. Mitchell, to adopt the agenda. The board voted unanimously to approve the motion.

Approval of the minutes of the December 13th Regular Meeting: A motion was made by Mr. Fullilove, seconded by Ms. Baldwin, to approve the minutes of the December 13, 2018 meeting. The board voted to unanimously to approve the motion; a copy of the minutes is attached.

Treasurer's report: Mr. Coughlin reported on the year to date financials. A motion was made by Ms. Glazebrook, seconded by Mr. Yadav, to accept the treasurer's report. The board voted unanimously to approve the motion; copies of the financials are attached.

Election of Board Officers for CY19: A motion was made by Ms. Glazebrook, seconded by Ms. Baldwin, to nominate Mr. Barker as Chairman, Mr. Fullilove as Vice-Chairman, and Mr. Lomis as Secretary-Treasurer. The board voted to unanimously to approve the motion.

Appoint Business Plan Committee: The chairman appointed a business plan committee to consist of the following board members; Mr. Fullilove, with Mr. Yadav, Ms. Baldwin and Ms. Mitchell as committee members.

Executive Director's Report: Mr. Coughlin gave a detailed verbal and written report on his activities during the past month, along with current initiatives and projects. A copy of the written report is attached.

Executive Session: The chairman announced the purpose of the executive session on the agenda was to discuss personnel. A motion was made by Mr. Lomis, seconded by Mr. Fullilove, to go into executive session to discuss personnel at 9:30 a.m. The board voted to unanimously to approve the motion.

A motion was made by Mr. Yadav, seconded by Mr. Fullilove, to come out of executive session at 9:45 a.m. The board voted to unanimously to approve the motion

Review and Approve Executive Director Compensation: The chairman indicated the evaluation committee had completed their review and discussed a salary adjustment. A motion was made by Mr. Yadav, seconded by Mr. Fullilove, to increase the executive director's salary by 2.5%. The board voted unanimously to approve the motion.

Adjourn:

A motion was made by Mr. Fullilove, seconded by Mr. Yadav, and approved unanimously to adjourn the meeting at 9.50 a.m., at which time the meeting was adjourned.

CAMDEN COUNTY JOINT DEVELOPMENT AUTHORITY

By: _____
Chairman

Date: _____

By: _____
Secretary/Treasurer

Date: _____

Camden County Joint Development Authority

02/12/19

Balance Sheet

Accrual Basis

As of January 31, 2019

	Jan 31, 19
ASSETS	
Current Assets	
Checking/Savings	
11.2290 · Ameris-9690-MM-Incentive Funds	219,721.23
11.2280 · Citizens/Pineland Incentive Fun	454,616.08
11.2250 · Synovus-Land Acq/Product Dev	229,114.51
11.2200 · Ameris-0158MM-Land Acq/Prod Dev	1,422,402.06
11.2000 · SE Bank-Checking-Operating Fund	557,675.06
11.1010 · JDA Office Petty Cash	11.04
Total Checking/Savings	2,883,539.98
Other Current Assets	
11.1350 · Note Receivable Foodie'J-CP	3,736.08
11.1935 · Property Tax-Allowables	-532.93
11.1905 · Property Tax-Receiveables	5,329.27
11.1202 · Due From Camden County	-90.28
Total Other Current Assets	8,442.14
Total Current Assets	2,891,982.12
Fixed Assets	
54.1110 · Land Improvements	32,526.00
54.1100 · Land	482,279.00
24.2500 · Capital Assets	244,285.14
Total Fixed Assets	759,090.14
Other Assets	
11.5000 · Note Receivable Foodie'J	29,827.15
Total Other Assets	29,827.15
TOTAL ASSETS	<u>3,680,899.41</u>
LIABILITIES & EQUITY	
Liabilities	42,250.61
Equity	
13.2050 · Rest. Fund Bal- Fixed Assets	759,090.14
13.1000 · Fund Balance	1,652,938.54
Net Income	1,226,620.12
Total Equity	3,638,648.80
TOTAL LIABILITIES & EQUITY	<u>3,680,899.41</u>

Camden County Joint Development Authority

Profit & Loss YTD Comparison

January 2019

	Jan 19	Jul '18 - Jan 19
Ordinary Income/Expense		
Income		
39.0006 · Lease Income	7,000.00	7,000.00
39.0005 · CAM Fee Income	1,625.56	1,625.56
39.0003 · Landlease Income	3,000.00	12,000.00
33.1000 · Camden County Budget Dist	60,000.00	420,000.00
36.1000 · Interest Income	324.56	1,694.14
Total Income	71,950.12	442,319.70
Gross Profit	71,950.12	442,319.70
Expense		
53.2007 · Lease Expense	10,230.50	10,230.50
51.1414 · Loan Principal	311.59	2,170.30
53.2102 · Land Acquisition/Prod. Developm	575.00	8,095.84
51.1415 · Loan Interest	56.46	406.05
52.3701 · Cont. Education & Development	1,100.00	2,160.00
52.3601 · Professional Dues/Registrations	150.00	1,028.80
52.2005 · Land Acquisition & Capital Exp	0.00	619.08
53.1400 · Bank Service Charge	34.99	114.99
53.1301 · Board & Office Meetings	99.56	306.09
52.1231 · Camden County Industrial Park	295.40	5,667.00
52.1201 · Accounting	0.00	3,570.00
52.3300 · Advertising/Promo/Marketing	1,197.19	7,952.54
53.1300 · Business Meals	727.19	2,610.70
52.3600 · Dues & Subscriptions	0.00	704.28
52.1203 · Eng., Enviro. & Prof. Services	12,196.00	122,725.77
52.1202 · Legal & Insurance	10,000.00	12,905.00
54.2500 · Office Equipment/Computers	171.02	1,573.27
53.1100 · Office Supplies	460.43	1,358.81
53.1101 · Postage	0.00	48.34
51.1100 · Payroll, Taxes & Benefits	35,093.13	178,800.58
53.1540 · Telephone	361.76	2,840.05
52.3500 · Vehicle and Travel	488.47	3,510.09
Total Expense	73,548.69	369,398.08
Net Ordinary Income	-1,598.57	72,921.62
Other Income/Expense		
Other Income	0.00	1,153,698.50
Net Other Income	0.00	1,153,698.50
Net Income	<u>-1,598.57</u>	<u>1,226,620.12</u>

Camden County Joint Development Authority

Profit & Loss Budget vs. Actual

02/12/19

Accrual Basis

July 2018 through January 2019

	Jul '18 - Jan 19	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
39.0006 · Lease Income	7,000.00		
38.1500 · Donations	0.00	583.35	-583.35
39.0005 · CAM Fee Income	1,625.56	1,000.00	625.56
39.0003 · Landlease Income	12,000.00	0.00	12,000.00
33.1000 · Camden County Budget Dist	420,000.00	420,000.00	0.00
36.1000 · Interest Income	1,694.14	1,385.69	308.45
Total Income	442,319.70	422,969.04	19,350.66
Gross Profit	442,319.70	422,969.04	19,350.66
Expense			
53.2007 · Lease Expense	10,230.50		
51.1414 · Loan Principal	2,170.30	2,170.31	-0.01
53.2102 · Land Acquisition/Prod. Developm	8,095.84	87,500.00	-79,404.16
51.1415 · Loan Interest	406.05	0.00	406.05
52.3701 · Cont. Education & Development	2,160.00	2,916.70	-756.70
52.3601 · Professional Dues/Registrations	1,028.80	0.00	1,028.80
52.2005 · Land Acquisition & Capital Exp	619.08		
53.1400 · Bank Service Charge	114.99	100.00	14.99
53.1301 · Board & Office Meetings	306.09	233.35	72.74
52.1231 · Camden County Industrial Park	5,667.00	14,583.35	-8,916.35
52.1201 · Accounting	3,570.00	3,500.00	70.00
52.3300 · Advertising/Promo/Marketing	7,952.54	13,416.70	-5,464.16
53.1300 · Business Meals	2,610.70	3,500.00	-889.30
52.1500 · Contingency	0.00	14,583.35	-14,583.35
52.3600 · Dues & Subscriptions	704.28		
52.1203 · Eng., Enviro. & Prof. Services	122,725.77	72,916.70	49,809.07
52.1202 · Legal & Insurance	12,905.00	7,454.55	5,450.45
54.2500 · Office Equipment/Computers	1,573.27	3,500.00	-1,926.73
53.1100 · Office Supplies	1,358.81	1,750.00	-391.19
53.1101 · Postage	48.34	291.65	-243.31
52.3700 · Professional Development	0.00	4,083.35	-4,083.35
51.1100 · Payroll, Taxes & Benefits	178,800.58	179,083.35	-282.77
53.1540 · Telephone	2,840.05	3,280.62	-440.57
52.3500 · Vehicle and Travel	3,510.09	11,666.70	-8,156.61
Total Expense	369,398.08	426,530.68	-57,132.60
Net Ordinary Income	72,921.62	-3,561.64	76,483.26
Other Income/Expense	1,153,698.50		
Net Income	1,226,620.12	-3,561.64	1,230,181.76



Camden County Joint Development Authority

Executive Director's Report

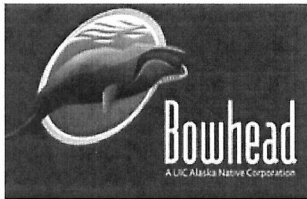
February 2019

The Mission of the Camden County Joint Development Authority is to promote and stimulate economic growth in Camden County.

Active Projects

- **Project Pineapple**
 - CEO and Site Consultant visited January 23rd
 - Business development luncheon for CEO to introduce his business to regional businesses
 - Revisited site also evaluated potential temporary space
 - Revised project scope
 - We (Camden and GA) have until Feb 28th to have revised offer in.
 - CEO and Site Consultant will make announcement in April.
- **St. Marys Marine Center (Wharf St. Marys)**
 - Permitting Process Update
 - Historic Resources approval from Army Corps and GA DNR.
 - **Update: ACOE has completed their review and found no impact on historic resources.**
 - They have sent their recommendation for approval to GA DNR!
 - Public/Private Financing
 - Bond resolution done
 - Board approved 11/15
 - Intergovernmental Agreement done
 - County approved 12/11
 - Bond validation hearing done 12/18
 - Mr. Benton to close on land by 01/31
 - **Update: 2 Private lenders have walked away from project based on environmental report that could not define with absolute certainty the remediation cost on the site.**
 - We have hired an environmental attorney and are working closely with Mr. Benton and his new lender to define the issue and understand the liability protections offered by GA Brownfield law.

- **Bowhead Marine/Logistics**



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- Marine refit/repair
- 30–50 high paying jobs when up to full production
- Gearing up for next contract now
- Darren and I visited February 7th

- **ABL Space Systems**

- Lease began Jan 1.
- Building improvements completed 3rd week of January
- ABL made first payment once building was ready (full payment)
- Made February payment and have setup for direct deposit going forward.

Workforce

- **Coastal Pines Technical College**

- Ground breaking will be April 25th
 - Details on itinerary to come

Other

- **General Dynamics Electric Boat Suppliers Event 2019**

- May 1st and 2nd
- Regional event at Jekyll Island
- Sponsored by SEGA, GA Power and attendee registration fees
- Will update as the event develops

Camden County Joint Development Authority
Project Manager's Report
14 February 2019

St. Marys Marine Center (SMMC)

Mr. Harper continues to assist Mr. Coughlin with public funding elements of the project.

Project Homecoming

Discussions between Mr. Coughlin, Mr. Benton and Project Homecoming continue. Mr. Harper is standing by to assist as needed.

Project Mey

No new updates as of yet about project expansion efforts.

Project Pineapple

Mr. Harper assisted Mr. Coughlin with the Project Pineapple visit on Jan. 23 as well as the industry workforce luncheon for Project Pineapple on the same date.

The project has submitted an updated RFI after their last visit to Camden County. The state will be coordinating a conference call with the project to gather more insight into components of the RFI. Mr. Harper is standing by to assist as needed.

Other projects

Mr. Harper continues to assist Mr. Coughlin in developing the Southeast Submarine Suppliers Event on behalf of Electric Boat. The event is tentatively scheduled for May 2, 2019 on Jekyll Island, Georgia.

Repairs for ABL at the Dawson building, 121 industrial drive have been completed.

Mr. Harper will be attending the Amazing Grace Innovation Event hosted by the National Defense Industry Association in Jacksonville on Feb. 25-27. Mr. Harper will hand out notices for the submarine suppliers event at this conference.

The Authority office provide meeting space for local large acreage property owners and a real estate broker from Atlanta who is seeking to gain an exclusive listing of a site on behalf of a project he and his investment partner are working. The broker has already secured a site in Atlanta, but he is also seeking to secure a site in Coastal Georgia.

Mr. Harper assisted Mr. Coughlin with a presentation to the Georgia Department of Economic Development Tourism Product Development Team visiting St. Marys this week.

Mr. Harper met with the City of Kingsland to discuss options, including Community Improvement District information, for Exit 3.

Mr. Harper is coordinated electrical repair efforts, requested by Okefenoke EMC at the Camden County Industrial Park.