

AGENDA
Camden County Joint Development Authority
Thursday, July 11, 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
- ★ 4. Amendments to and Adoption of Agenda
- ★ 5. Approval of the Minutes of the June 13th Meeting
- ★ 6. Treasurer's Report
- ★ 7. FY20 Budget Revised
- ★ 8. Georgia Academy for Economic Development- Regional Economic & Leadership Development Class August- November 2019- Board Member Expense
9. Executive Director's Report
- ★ 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
July 11, 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 July 11, 2019. There were present and participating at the meeting the following board members: Jeff Barker, Rachel Baldwin, Farran Fullilove, CB Yadav, Tanya Glazebrook, Burford Clark, Jim Lomis and Sheila Sapp. Board Member, Louise Mitchell was absent. Also, in attendance were James Coughlin, Darren Harper, Stephanie Loveland and members of the public.

The meeting was called to order by the chairman at 9:01 a.m.

Amendments to and adoption of agenda: A motion was made by Mr. Lomis, seconded by Mr. Fullilove, to remove the Treasurer's Report from this month's agenda and review the June 2019 financials at the August 8th meeting. The board voted unanimously to approve the motion. A motion was made by Mr. Lomis, seconded by Mr. Fullilove, to adopt the agenda as amended. The board voted unanimously to approve the motion.

Approval of the minutes of the June 13th Regular Meeting: A motion was made by Mr. Lomis seconded by Mr. Yadav, to approve the minutes of the June 13, 2019 meeting. The board voted unanimously to approve the motion; a copy of the minutes is attached.

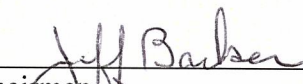
FY20 Budget Revised: A motion was made by Ms. Baldwin, seconded by Mr. Fullilove, to approve the revisions made to the FY20 Budget. The board voted unanimously to approve the motion; copy of the revised FY20 Budget is attached.

Board Member Continuing Education Expense: A motion was made by Mr. Yadav, seconded by Mr. Lomis to approve the expense of Board Member, Farran Fullilove to attend the Georgia Academy for Economic Development- Regional Economic & Leadership Development Class starting in August and ending in November 2019. The board voted unanimously to approve the motion.

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.

Adjourn: A motion was made by Ms. Glazebrook, seconded by Ms. Baldwin, and approved unanimously to adjourn the meeting at 9:40 a.m., at which time the meeting was adjourned.

CAMDEN COUNTY JOINT DEVELOPMENT AUTHORITY

By: 
Chairman

Date: _____

By: 
Secretary/Treasurer

Date: 8-8-2019

**Minutes of the Regular Meeting of the
Board of Directors of the Camden County
Joint Development Authority
June 13, 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 May 9, 2019. There were present and participating at the meeting the following board members: Jeff Barker, Rachel Baldwin, Farran Fullilove, CB Yadav, Tanya Glazebrook and Louise Mitchell. Board Members, Burford Clark, Jim Lomis and Sheila Sapp were absent. Also, in attendance were James Coughlin, Darren Harper, Stephanie Loveland and members of the public.

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. Fullilove, seconded by Mr. Yadav, to adopt the agenda. The board voted unanimously to approve the motion.

Approval of the minutes of the May 9th Regular Meeting: A motion was made by Ms. Glazebrook, seconded by Ms. Baldwin, to approve the minutes of the May 9, 2019 meeting. The board voted unanimously to approve the motion; a copy of the minutes is attached.

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

Approval of the 2019 TAP Grant Letter of Support for the City of St. Marys: A motion was made by Mr. Fullilove, seconded by Ms. Baldwin, to approve the 2019 TAP Grant Letter for the City of St. Marys. The board voted unanimously to approve the motion; copy of the letter is attached.

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. Fullilove, seconded by Ms. Bladwin, to go into executive session to discuss real estate at 9:21 a.m. The board voted to unanimously to approve the motion.

A motion was made by Ms. Baldwin, seconded by Mr. Yadav, to come out of executive session at 9:36 a.m. The board voted to unanimously to approve the motion

Adjourn:

A motion was made by Ms. Glaxebrook, seconded by Mr. Fullilove, and approved unanimously to adjourn the meeting at 9:37 a.m., at which time the meeting was adjourned.

CAMDEN COUNTY JOINT DEVELOPMENT AUTHORITY

By: _____

Chairman

Date: _____

By: _____

Secretary/Treasurer

Date: _____

FY 20 Budget- APPROVED 4/11/19

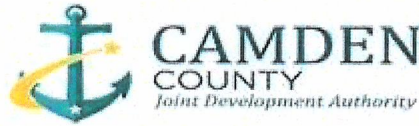
Income	
33.1000	Camden County Budget Distribution 720,000.00
39.0005	CAM Fee Income 2,000.00
39.0006	ABL Space Systems Income 84,000.00
-	Foodie'J Income 3,767.00
-	Interest Income 2,360.00
	812,127.00

Expenses	
52.1201	Accounting 3,600.00
- 52.3300	Advertising/Promotions/Marketing 12,000.00
53.1400	Bank Service Charges 100.00
53.1301	Board & Office Meeting 400.00
53.1300	Business Meals 5,200.00
- 52.1231	Camden Co. Industrial Park 20,000.00
52.1500	Contingency 10,000.00
52.1203	Eng., Enviro. & Prof. Services 75,000.00
53.2102	Land Acquisition/Prod. Dev 250,000.00
53.2007	Lease-ABL Space Systems 74,481.00
53.2007	Lease-City of Kingsland 12,000.00
52.1202	Legal & Insurance 7,500.00
- 51.1414	Loan Principal 3,736.00
- 54.1414	Office Equipment/Computers 6,000.00
53.1100	Office Supplies 2,500.00
51.1100	Payroll, Taxes & Benefits 305,000.00
- 53.1101	Postage 500.00
52.3700	Professional Dues/Development 7,500.00
53.1540	Telephone 4,610.00
- 52.3500	Vehicle & Travel 12,000.00
	812,127.00

FY 20 Budget-PENDING APPROVAL

Income	
33.1000	Camden County Budget Distribution 720,000.00
39.0005	CAM Fee Income 2,000.00
39.0006	ABL Space Systems Income 84,000.00
-	Foodie'J Income 0.00
-	Interest Income 2,674.00
	808,674.00

Expenses	
52.1201	Accounting 3,600.00
- 52.3300	Advertising/Promotions/Marketing 17,000.00
53.1400	Bank Service Charges 100.00
53.1301	Board & Office Meeting 400.00
53.1300	Business Meals 5,200.00
- 52.1231	Camden Co. Industrial Park 15,000.00
52.1500	Contingency 10,000.00
52.1203	Eng., Enviro. & Prof. Services 75,000.00
53.2102	Land Acquisition/Prod. Dev 250,000.00
53.2007	Lease-ABL Space Systems 74,481.00
53.2007	Lease-City of Kingsland 12,000.00
52.1202	Legal & Insurance 7,500.00
- 51.1414	Loan Principal 3,805.00
- 54.1414	Office Equipment/Computers 3,578.00
53.1100	Office Supplies 2,200.00
51.1100	Payroll, Taxes & Benefits 305,000.00
- 53.1101	Postage 200.00
52.3700	Professional Dues/Development 7,500.00
53.1540	Telephone 4,610.00
- 52.3500	Vehicle & Travel 11,500.00
	808,674.00



Camden County Joint Development Authority

Executive Director's Report

July 2019

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

Active Projects

- **Wharf St. Marys**
 - Developer working with bankruptcy estate on terms of purchase contract
 - Developer in regular communication as he assembles sub-developers for various aspects of the development.
 - Developer in town with his engineering team later this month
- **Project Pineapple (move to inactive)**
 - Site consultant representing project contacted us Friday June 7
 - Management changes and market forces have caused them to re-evaluate need for facility in Southeastern US.
 - Company execs still prefer Kingsland if/when conditions change
- **St. Marys MEDS (former airport)**
 - Assisting city staff evaluating concepts from several developers
 - Met with potential developers in Jacksonville 2 weeks ago

Other

- New strategy
 - Recommend signing service agreement with Site Location Partners
 - Company owned by former site selection consultants will get us "at bats"
 - Direct industry contact (600 industries)
 - Site Consultant Meetings
 - Trade Show Representation
 - Web Representation
 - \$9,975 per year. 1 year agreement
- Replacement airport Update
 - Scheduling meeting of elected officials for next month

Site Location Partnership

"The Building Blocks for Corporate Growth"



Diversification Growth Investment Job Creation

**Economic Development Practice
Services Guide**

About Site Location Partnership

Company Profile

Site Location Partnership (SLP) is a multi-disciplined advisory firm that enables the growth of businesses, communities, and economies through its two primary consulting areas – corporate site selection and economic development. SLP's Corporate Location Practice helps companies from industrial and commercial sectors select the optimal location for expansion, relocation, or consolidation of business facilities. SLP's Economic Development Practice assists various entities in implementing business attraction strategies for new capital investment, job creation, and economic growth. SLP executives have been responsible for over \$840 million in investment and the creation of more than 7,200 jobs.



Credentials

SLP has an extensive track record of delivering tangible results to corporations from virtually every major industry and North American economic development agencies in 33 states and three provinces. SLP's diverse client base is a result of the firm's comprehensive service offerings and in-house expertise. The SLP team offers over 75 years of collective experience in both the private and public sectors with varied backgrounds in the fields of site selection, economic development, commercial real estate, incentive negotiation, community development, targeted marketing strategy, business intelligence research, and information technology.

Economic Development

SLP's ongoing activities in site selection consulting provide unmatched insight on how to effectively identify companies with active projects. SLP's high-tech/high-touch approach leverages a vast combination of dynamic strategies, cutting-edge technology, marketing tools, industry knowledge, project experience, and existing relationships to support business recruitment initiatives for economic development clients, including, but not limited to:

- ✓ Access to a well-established network of corporate decision makers from fast-growing businesses throughout North America.
- ✓ Prospect referrals from close working relationships with numerous other location advisory firms and site selectors.
- ✓ Information sources for revenue growth, employment growth, capital financing, mergers/acquisitions, new product launches, executive changes, and other trigger events correlated to corporate expansion or relocation.
- ✓ Frequent travel to a wide array of conferences, conventions, and trade shows across the country.
- ✓ Strategic partnerships and affiliations with industry-leading trade organizations such as the International Economic Development Council (IEDC), the American Wind Energy Association (AWEA), the Association of Manufacturing Technology (AMT), the Fabricators & Manufacturers Association (FMA), the Food Processing Suppliers Association (FPSA), Material Handling Industry of America (MHIA), the National Business Aviation Association (NBAA), the Packaging Machinery Manufacturers Institute (PMMI), Society of the Plastics Industry (SPI), and other professional groups.

Industry Project Experience

Advanced Manufacturing
Aerospace/Defense
Automotive
Call Centers/Back Office
Data Centers
Electronics
Food Processing
Healthcare
Machinery
Medical Devices
Metal Fabrication
Pharmaceuticals/Biosciences
Plastics
Retail
Software/IT
Solar Energy
Warehousing/Distribution
Wind Power

Core Service 1: Targeted Industry Prospect Development

Overview

The ultimate objective of every economic development agency is attracting new industry to create jobs and investment for their community. But with today's turbulent economy, intense competition from other communities, tighter budgets, and multiple job duties, it has become increasingly difficult for economic developers to be self-sufficient in generating new prospect activity. Many organizations nationwide rely on SLP to support the crucial, resource-intensive components of their business recruitment efforts.

A targeted approach is the critical element for success in business attraction. SLP's hands-on experience in the site selection process yields a deep understanding of which targeted methods are most effective in influencing corporate executives with their location decisions. SLP will utilize these methods – driven by targeted industry strategy and relationship marketing – to implement aggressive prospect development solutions for your community. SLP's services will cultivate an active pipeline of viable businesses from target industries/markets and connect you with those prospects interested in expanding or relocating to your area.

Economic development agencies with limited staffing and financial resources must leverage their marketing expenditures to get more out of less. Compared to other options available at similar costs (e.g. print ads, direct mail), SLP's prospect development services provide unmatched value and return on investment. SLP's prospecting efforts will also enable you to spend more time working active projects instead of chasing them.

Deliverables (12 months)

** The following deliverables will be provided independently for each targeted industry – Number of total target companies TBD, based upon level of investment*

- ✓ Research, analysis, and determination of target companies with the appropriate C-level decision maker and full contact information.
- ✓ Customized database including each company's industry classification, products/services, executive leadership, history, facilities, revenue, workforce, and related data.
- ✓ Development of a targeted marketing message and value proposition highlighting your most compelling locational advantages for the industry.
- ✓ Content copywriting, graphic design, HTML coding, and deployment of promotional email broadcasts to the database.
- ✓ Real-time statistical reports tracking who opened the email campaign, the number of opens, and the number of click-throughs to your organization's website and/or online marketing materials.
- ✓ Personalized outreach to targeted decision makers via telecommunication, email, and facsimile – higher priority will be placed on recipients that opened the email campaign multiple times and visited external web links.
- ✓ Conversing with targeted decision makers to promote the benefits of doing business in your community, determining if their company has site location needs, and supplying pertinent information as requested.
- ✓ Prospect summary reports detailing project requirements for all companies with expansion/relocation plans and an interest in your area.
- ✓ Corporate profile reports with business fact sheets and background information for all prospects.
- ✓ Facilitating introductory conference calls, videoconferences, and/or meetings with interested prospects.
- ✓ Customer service activity reports and strategy review sessions.
- ✓ Access to all compiled data for your internal usage as needed.

Subject: Growth Opportunities & Incentives for Metal Product Manufacturers- Joplin, MO

Having trouble viewing this email? [Click here](#)

JOPLIN IS OPEN FOR BUSINESS

Disasters Can Come Quickly.
On May 22, 2011, an EF-3 tornado tore a 14-mile path of destruction through Joplin, Missouri. The tornado took 162 lives, leveled 1/3 of the community, destroyed 7,000 homes, leveled more than 500 businesses and injured over 5,000 jobs.

Recovery Comes Quickly, Too. In less than 6 months...

- 73,000 employees who had their jobs return on the payroll
- Over 400 businesses have reopened their doors, with more opening each day
- 7 schools opened on schedule in temporary facilities which are models for the schools of tomorrow

Thanks to this CAN DO attitude, Joplin is still OPEN for business and stronger than ever.

METAL MANUFACTURING

Joplin offers exceptional benefits for fabricated metal product manufacturers seeking a competitive edge. Favorable operating costs, a highly productive workforce, easy transportation access to major markets and a vibrant quality of life are just a few of the reasons to take a closer look at Joplin for your business expansion or relocation.

Central. Connected. More than Capable.

- Abundant, skilled workforce including experienced welders
- Strategic central location near the U.S. population center
- Convenient highway, rail and air transportation routes
- Outstanding educational and training resources
- Aggressive business incentives and tax credits
- Available buildings and shovel-ready sites
- Competitive labor and energy costs
- High-quality, low-cost lifestyle

Contact Mark Darce from SLP at 972-874-5171 or markdarce@gmail.com

JAC
Joplin Area Chamber of Commerce
www.joplinmo.com

Subject: Plastic Product Manufacturing Business Opportunity- Switzerland County, IN

Having trouble viewing this email? [Click here](#)

Gear Up for Production in Switzerland County

The Ideal Location for Plastics Manufacturing

The Switzerland County Economic Development Corporation presents a dynamic opportunity for plastics manufacturing operations in the burgeoning area of Switzerland County, Indiana. Strategically located midway between Cincinnati and Louisville, within the IN OH KY tri-state region, Switzerland County offers exceptional benefits for plastic and rubber product manufacturers seeking a competitive edge. Favorable operating costs, a highly productive workforce, easy transportation access, a vibrant quality of life, and prime property at one of the most attractive industrial parks in the nation are just a few of the reasons to take a closer look at Switzerland County for your business expansion or relocation.

Available Buildings & Sites [Click here](#) **Markland Business Park** [Click here](#)

Switzerland County Business Facts

- Home to Markland Business Park - a premier plastics manufacturing site
- A large regional port with rail, interstate highway, and air access
- History of aggressive incentive programs
- Excellent property for major plants, executive homes, and schools
- Abundant energy and skilled labor
- A high quality, low-cost lifestyle
- At Markland Business Park, there are all the amenities you need for a successful business operation
- Business expansion and relocation incentives available through SLP & JAC

For more information on the opportunities awaiting your business in Switzerland County, contact Mark Darce from SLP at 972-874-5171 or mdarce@slolocationpartnership.com.

scdec SWITZERLAND COUNTY
Economic Development Corporation
www.switzerlandusa.com

Core Service 2: Site Selector Appointment Setting

Overview

Location decisions for many expansion and relocation projects are often formulated under the strategic guidance of site selection advisory firms that help companies select communities and sites for their business operations. Understanding that site selection professionals are typically involved with approximately 60% of all corporate site location projects in North America, it is invaluable to position your community an attractive business destination in the minds of these key decision influencers.



The most advantageous strategy for your organization in developing successful relationships with site selectors is to personally meet with them on an ongoing basis, educate them on the assets of your community firsthand, and promote the area as an optimal place to do business. This process of continued contact and relationship-building will keep your location on their "radar screen" and ultimately lead to top-of-mind awareness of what the community has to offer when a project presents itself.

Site selectors are aggressively pursued by a multitude of municipalities and economic development agencies. Because of the constant demand for their time and attention, many site selectors may be inaccessible or hesitant to meet with you. Attempting to make these personal connections on your own can be a difficult, time-consuming, and potentially fruitless task. SLP will assist your organization by leveraging its strong ties in the site selection profession to secure one-on-one appointments with industry-leading site consultants, location advisors, and corporate real estate executives.

Deliverables

** Meetings will be scheduled in geographical locations of your choice (minimum 45-day notice before trip) – Number of appointments TBD, based upon level of investment*

- ✓ Research, analysis, and determination of individuals that specialize in site selection on a national level and represent projects from industries ideally suited for your area.
- ✓ Outreach to targeted site selectors via electronic marketing, telecommunication, personalized emails, and facsimile.
- ✓ Qualification of site selectors interested in learning more about the advantages of doing business in your community for corporate expansion or relocation.
- ✓ Coordinating meetings for your organization with qualified site selectors at their business office, a local restaurant, or other convenient venue.
- ✓ Email meeting requests sent to site selectors to confirm each appointment.
- ✓ Logistical planning of itineraries with driving directions and other support as needed.
- ✓ Professional profile summaries with details on the site selector's work experience, areas of specialization, industry expertise, clients represented, site location project assignments, education, designations, certifications, professional affiliations, and other background information – provided in advance for your review.
- ✓ Strategy session teleconference with SLP before each trip.
- ✓ Opportunity to distribute marketing literature, promotional items, and related materials to site selectors during each meeting.



Core Service 3: Trade Show Representation/Site Selector Networking Forums

Trade Show Representation

Most economic developers are aware of the potential value associated with participating in trade shows, but few have the resources or time necessary to maximize their business recruitment efforts at these types of events. SLP will turn your challenges into opportunities by strategically representing your organization at several large-scale trade shows from coast to coast.

SLP targets industry-specific shows/co-located events encompassing a diverse range of high-growth business sectors. With a unique opportunity to reach thousands of decision makers all under one roof, SLP will represent your organization at each show by displaying your marketing materials and generating new prospect activity for your community – **regardless of whether you attend the show.**



Trade Show Deliverables (12 months)

** Available for all six trade shows that SLP participates in per year*

- ✓ Up to two expo attendee badges/registration for the show.
- ✓ Exposure in SLP's aggressive marketing outreach to C-level executive attendees before the show.
- ✓ The ability to work from the SLP exhibit booth as a home base – no booth shifts are required as the SLP team will be manning the booth and representing your organization at all times.
- ✓ Strong on-site marketing presence with SLP distributing promotional collateral to attendees from the booth and while walking the floor of the exposition hall.
- ✓ Trade show activity reports detailing post-show research, follow-up, and qualification of all prospect leads generated.
- ✓ Prospect summary reports and corporate overview profiles for all companies identified at the show with expansion/relocation plans.



Site Selector Networking Forums

SLP's site selector networking forums will offer exceptional opportunities, in a small-group social setting, for you to interact with local site consultants, location advisors, and corporate real estate executives responsible for business expansion/relocation decisions.



Networking Forum Deliverables (12 months)

** Available for all six site selector networking forums that SLP hosts per year – Scheduled in conjunction with each SLP trade show*

- ✓ Up to two invitations to attend.
- ✓ Site selector RSVP lists with professional profile summaries – provided in advance for your review.
- ✓ Exclusive access to meet with site selector attendees.
- ✓ Firsthand insight on economic development best practices, the latest trends affecting site selection, and other informative topics of discussion.
- ✓ Networking forum reports with attendee lists/full contact info.



SLP Trade Show/Site Selector Networking Forum Lineup- 2019

Advanced Manufacturing Expo

Anaheim, CA
Anaheim Convention Center
February 5 - 7, 2019
Expected Attendance: 20,000
Industry: Multiple Vertical Industries
www.pacdesignshow.com

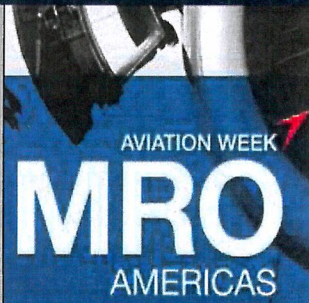
AME, along with 5 co-located shows, make up the West Coast's largest manufacturing event – dedicated to plastics, packaging, med-tech, electronics, automation, metals, distribution, aerospace, and automotive industry sectors.



MRO Americas

Atlanta, GA
Georgia World Congress Center
April 9 - 11, 2019
Expected Attendance: 15,000
Industry: Aviation
<https://mroamericas.aviationweek.com>

Recognized as one of the fastest growing exhibitions in the U.S., MRO Americas brings together aviation service providers and manufacturers of equipment and components for the aerospace supply chain.



Atlantic Design & Manufacturing

New York, NY
Javits Convention Center
June 11 - 13, 2019
Expected Attendance: 10,000
Industry: Multiple Vertical Industries
www.atlidesignshow.com

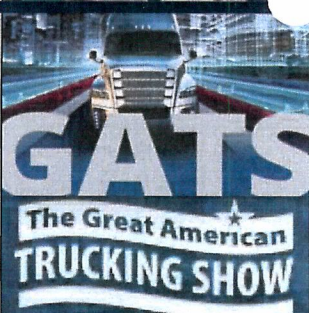
AD&M, along with 6 co-located shows, make up the East Coast's largest manufacturing event – dedicated to plastics, packaging, med-tech, bioscience, automation, metals, distribution, aerospace, and automotive industry sectors.



GATS 2019

Dallas, TX
Dallas Convention Center
August 22 - 24, 2019
Expected Attendance: 55,000
Industry: Distribution/Automotive
www.truckshow.com

GATS 2019 merges multiple industry-related events into the nation's second largest distribution exhibition for logistics/trucking service providers and suppliers of transportation equipment and motor vehicle parts/accessories.



Pack Expo

Las Vegas, NV
Las Vegas Convention Center
September 23 - 25, 2019
Expected Attendance: 30,000
Industry: Food/Packaging
www.packexpolasvegas.com

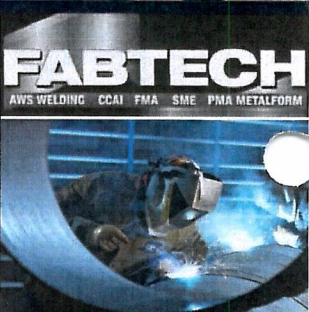
Pack Expo unites manufacturers from 125 countries to form the largest processing/packaging expo in the world – representing food products, machinery, life sciences, chemicals, consumer goods, and other crossover markets.



Fabtech

Chicago, IL
McCormick Place
November 11 - 14, 2019
Expected Attendance: 50,000
Industry: Metalworking/Fabrication
www.fabtechexpo.com

Recognized as America's largest metalworking trade show, Fabtech draws decision makers from a variety of industrial segments to see the latest products, services, and equipment in metal forming, fabricating, welding, and finishing.



SLP Trade Show/Site Selector Networking Forum Lineup- 2020

Advanced Manufacturing Expo

Anaheim, CA

Anaheim Convention Center

February 11 - 13, 2020

Expected Attendance: 20,000

Industry: Multiple Vertical Industries

www.pacdesignshow.com

AME, along with 5 co-located shows, make up the West Coast's largest manufacturing event – dedicated to plastics, packaging, med-tech, electronics, automation, metals, distribution, aerospace, and automotive industry sectors.



MRO Americas

Dallas, TX

Dallas Convention Center

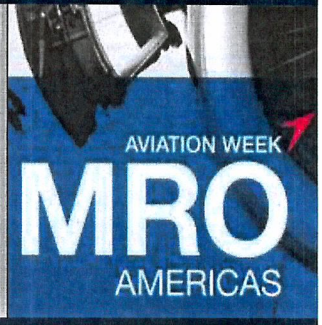
April 28 - 30, 2020

Expected Attendance: 15,000

Industry: Aviation

<https://mroamericas.aviationweek.com>

Recognized as one of the fastest growing exhibitions in the U.S., MRO Americas brings together aviation service providers and manufacturers of equipment and components for the aerospace supply chain.



IFT Food Expo

Chicago, IL

McCormick Place

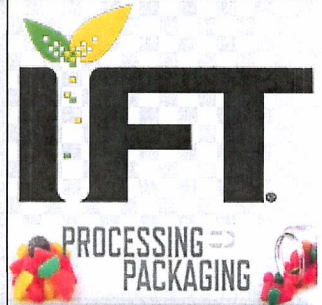
July 12 - 15, 2020

Expected Attendance: 20,000

Industry: Food Processing

www.iftevent.org

As the premier global expo for food production, science, and technology, IFT connects industry-leading food/beverage, packaging, processing, ingredients, R&D, equipment, and pharmaceuticals suppliers and service providers.



GATS 2020

Dallas, TX

Dallas Convention Center

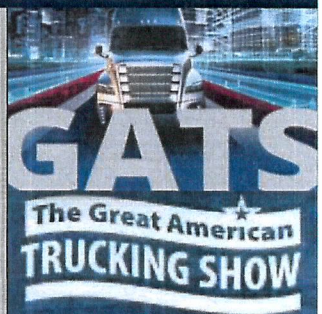
August 27 - 29, 2020

Expected Attendance: 55,000

Industry: Distribution/Automotive

www.truckshow.com

GATS 2020 merges multiple industry-related events into the nation's second largest distribution exhibition for logistics/trucking service providers and suppliers of transportation equipment and motor vehicle parts/accessories.



IMTS

Chicago, IL

McCormick Place

September 14 - 19, 2020

Expected Attendance: 130,000

Industry: Advanced Manufacturing

www.imts.com

IMTS attracts OEMs and suppliers from 117 countries to create the largest manufacturing expo in the Western Hemisphere – dedicated to machinery, automation, metals, aerospace, med-tech, automotive, logistics, and energy industries.



Fabtech

Las Vegas, NV

Las Vegas Convention Center

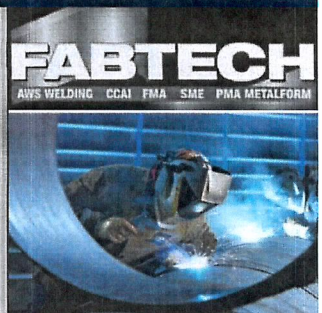
November 18 - 20, 2020

Expected Attendance: 35,000

Industry: Metalworking/Fabrication

www.fabtechexpo.com

Recognized as America's largest metalworking trade show, Fabtech draws decision makers from a variety of industrial segments to see the latest products, services, and equipment in metal forming, fabricating, welding, and finishing.



Core Service 4: Web Promotion/Exposure

Overview

With nearly 90% of site searches beginning on the internet, it is critical for economic development agencies to build and maintain a powerful web presence for their community. Minimal online visibility often results in lost opportunities when viable locations are overlooked by site consultants and corporate decision makers during the site selection process.

SLP will amplify your organization's internet exposure, create online awareness of your community, and generate interest from site seekers on one of the fastest growing economic development resources on the web – www.sitelocationpartnership.com – and its exclusive "Hot Spots" interactive location directory.

Hot Spots

"Hot Spots" is the leading online destination for site selectors and prospects seeking the ideal location for their upcoming expansion or relocation project. The "Hot Spots" searchable web portal enables visitors to quickly identify pro-business communities in their geographical areas of interest, access key information on these locations, and connect with the appropriate economic development representatives.

Deliverables (12 months)

- ✓ "Hot Spot" directory listing with your organization's logo, contact information, and external links to your website.
- ✓ Customized "Learn More" microsite/landing page with featured advertorial content, pictures, maps, properties, news, and outbound links to promote your community (content can be changed and updated as requested).
- ✓ Inquiry response form for interested web visitors to directly contact you for more information.
- ✓ Social media bookmark/share button widget.
- ✓ Up to three press releases related to job-generating project announcements in your community – posted on SLP's main Media Center web page and submitted to an extensive online distribution network (major search engines, newswires, social media outlets, RSS feeds, and industry blogs).
- ✓ Added exposure from targeted electronic broadcasts, PR campaigns, and social networking outreach to promote the "Hot Spots" directory and increase web traffic.
- ✓ Quality backlinks to boost search engine optimization and page ranking for your website.
- ✓ Prospect summary reports and corporate overview profiles for web inquiries with active projects.
- ✓ Statistical reports tracking all web hits and traffic driven to your website (data compiled/verified by AWStats Analytics).

Levels of Investment: Comprehensive Programs

SLP's Comprehensive Programs will optimize your business attraction efforts by integrating all core services into an aggressive, multi-channelled strategy. All applicable deliverables, as previously described in this Services Guide, will be provided over a 12-month duration: Targeted Industry Prospect Development, Site Selector Appointment Setting, Trade Show Representation/Site Selector Networking Forums, and Web Promotion/Exposure.

In addition to heightening your community's probability of success with a diversified approach, SLP's Comprehensive Programs are designed to maximize your return on investment. Traditional costs of individual core services are substantially reduced within each Comprehensive Program through an all-inclusive pricing structure. Core services are also available on an a la carte basis at full cost (see next page).

Premier Plus Program

- | | |
|---|---|
| ➤ Targeted Industry Prospect Development: | 2,100 total companies (from up to 7 industries) |
| ➤ Site Selector Appointment Setting: | 12 meetings |
| ➤ Trade Show Representation/Site Selector Forums: | 6 trade shows/networking forums |
| ➤ Web Promotion/Exposure: | Hot Spot listing/microsite/video |
| All-Inclusive Cost: | \$19,995 |

Premier Program

- | | |
|---|---|
| ➤ Targeted Industry Prospect Development: | 1,800 total companies (from up to 6 industries) |
| ➤ Site Selector Appointment Setting: | 10 meetings |
| ➤ Trade Show Representation/Site Selector Forums: | 6 trade shows/networking forums |
| ➤ Web Promotion/Exposure: | Hot Spot listing/microsite/video |
| All-Inclusive Cost: | \$17,750 |

Platinum Program

- | | |
|---|---|
| ➤ Targeted Industry Prospect Development: | 1,500 total companies (from up to 5 industries) |
| ➤ Site Selector Appointment Setting: | 8 meetings |
| ➤ Trade Show Representation/Site Selector Forums: | 6 trade shows/networking forums |
| ➤ Web Promotion/Exposure: | Hot Spot listing/microsite/video |
| All-Inclusive Cost: | \$14,995 |

Premium Program

- | | |
|---|---|
| ➤ Targeted Industry Prospect Development: | 1,200 total companies (from up to 4 industries) |
| ➤ Site Selector Appointment Setting: | 6 meetings |
| ➤ Trade Show Representation/Site Selector Forums: | 6 trade shows/networking forums |
| ➤ Web Promotion/Exposure: | Hot Spot listing/microsite |
| All-Inclusive Cost: | \$12,500 |

Standard Program

- | | |
|---|---|
| ➤ Targeted Industry Prospect Development: | 600 total companies (from up to 2 industries) |
| ➤ Site Selector Appointment Setting: | 4 meetings |
| ➤ Trade Show Representation/Site Selector Forums: | 6 trade shows/networking forums |
| ➤ Web Promotion/Exposure: | Hot Spot listing/microsite |
| All-Inclusive Cost: | \$9,975 |

Levels of Investment: A La Carte Services

Targeted Industry Prospect Development

➤ 2,100 Total Companies (from up to 7 industries)	\$11,500
➤ 1,800 Total Companies (from up to 6 industries)	\$9,990
➤ 1,500 Total Companies (from up to 5 industries)	\$8,450
➤ 1,200 Total Companies (from up to 4 industries)	\$7,575
➤ 900 Total Companies (from up to 3 industries)	\$6,495
➤ 600 Total Companies (from up to 2 industries)	\$4,775

Site Selector Appointment Setting

➤ 12 Meetings	\$7,775
➤ 10 Meetings	\$6,725
➤ 8 Meetings	\$5,590
➤ 6 Meetings	\$4,350
➤ 4 Meetings	\$2,995

Trade Show Representation/Site Selector Networking Forums

➤ 6 Trade Shows/Site Selector Forums	\$3,495
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Web Promotion/Exposure

➤ Hot Spot Listing/Microsite/Video (provided by Client)	\$1,275
➤ Hot Spot Listing/Microsite	\$950

Trade Show Sponsorships

** Limited sponsorships available – Contact us for further details*

➤ Banner Stand Display Sponsor at SLP Booth	\$1,975 per show
➤ Site Selector Networking Forum Sponsor	\$750 per forum

Online Sponsorships

** Limited sponsorships available – Contact us for further details*

➤ Featured Banner Ad on SLP website (149 x 306 px)	\$400 per month
➤ Vertical Banner Ad on SLP website (149 x 306 px)	\$325 per month
➤ Horizontal Banner Ad on SLP website (543 x 101 px)	\$250 per month

Additional Services

** Contact us for pricing and more information*

- Branding/Marketing Materials Development
- Community Location Assessments
- Prospecting Mission Appointment Setting
- Site Selector Event Planning
- Speaking Engagements
- Target Industry Identification/Opportunities
- Website Design
- Workforce/Labor Market Evaluations



Economic Development Practice Endorsements

We have worked with Site Location Partnership for the last few years with great success. Their services have yielded two quality projects that located to our community. The first was a plastics manufacturing company, and the second was a transportation equipment manufacturing company. SLP has a proven track record of delivering measurable results with an unmatched return on investment. I highly recommend their services to any community seeking assistance with lead generation for economic development.



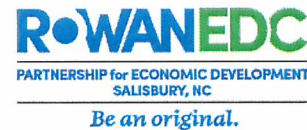
Roger Feagley, Executive Director
Sulphur Springs Economic Development Corporation
Sulphur Springs, TX



We appreciate our relationship with SLP and their very thorough approach to generating new prospects for our organization. They have proven to be a cost-effective way to gain exposure for our county across a wide range of industries. By utilizing SLP for our business recruitment activities, we're able to reach a much larger audience than we could possibly access on our own. They also provide us with representation at several trade shows each year - visibility that our limited resources would not allow us to attain on our own. Working with SLP has been a good investment for our organization.



Rod Crider, CEcD, CCE, President
Rowan Economic Development Commission
Salisbury, NC



When the opportunity to work with Site Location Partnership came along, we jumped on it. In years past, we would place a print ad in a variety of site magazines. It was a good way of getting our name out there, but we'd never really get to talk to people face-to-face. SLP's services are so much more aggressive. We're now out there talking to site selectors instead of just running an ad and hoping somebody calls. We plant those seeds and develop those relationships. It really does work. Plus, the annual cost of our investment with SLP is less than what we used to pay for print advertising.



Brent Painter, Director of Economic Development
City of Strongsville
Strongsville, OH



When we evaluated how to best leverage our economic development dollars to increase visibility and heighten awareness among decision makers in corporate expansion and relocation, Site Location Partnership's services stood out above the rest. We feel that economic development is an industry that thrives on personal and business relationships. SLP offers us a great avenue with the resources to build and nurture the types of relationships that translate into results for Denton.



Adam Gawarecki, Vice President
Denton Economic Development Partnership
Denton, TX





Economic Development Practice Endorsements

“ Lewis County has worked with Site Location Partnership for over seven years, and personally I’ve worked with them for four years. We certainly see value in the effective business recruitment services that SLP offers. Their efforts have exceeded our expectations and they have provided us with great prospects in the biotech field. SLP continues to share our assets with companies that would otherwise not be aware of us. We are confident that their work will guide us in a positive direction and look forward to continued success in the years to come. ”



Matt Matayoshi, Executive Director
Lewis Economic Development Council
Chehalis, WA



“ We know that economic development organizations around the country and throughout the world are becoming more aggressive in their business recruitment efforts. With limited resources, we need to get the biggest bang for our buck. Our investment with SLP has paid off in terms of developing stronger relationships with site consultants and targeting industry sectors such as manufacturing, warehousing/distribution, and aviation. ”



Helene Caseltine, CECD, Executive Director
Indian River County Chamber of Commerce
Vero Beach, FL



“ We’ve received tremendous value and return on investment by utilizing SLP as our sole business attraction service. I have found them to be one of the most innovative, forward-thinking companies we have dealt with and I certainly view them as market leaders from this perspective. We are very pleased with their work in aggressively recruiting targeted industries on our behalf and facilitating meetings for us with business leaders and site selection decision makers. As a smaller market, SLP provides us with invaluable opportunities that we otherwise could not generate on our own. ”



David Partlow, Director
Brownfield Industrial Development Corporation
Brownfield, TX



“ Site Location Partnership is assisting Jefferson County Development Authority in expanding our business recruitment efforts and maximizing our marketing budget. They are facilitating meetings with other site selectors and corporate real estate consultants and providing trade show representation. These opportunities increase our exposure to target industries looking to expand or relocate, while promoting our strategic location and other advantages here in Jefferson County for doing business. ”



Nic Diehl, Executive Director
Jefferson County Development Authority
Kearneysville, WV





Economic Development Practice Endorsements

Site Location Partnership continues to be a very valuable professional service for our recruitment and outreach efforts to manufacturing companies and site selection consultants. The business contacts and leads we have developed in partnership with SLP have yielded meaningful long-term relationships. With their assistance, we have increased awareness and credibility of the Lake Wales area.



Kevin Kieft, CEcD, President/CEO
Lake Wales Area Chamber of Commerce
Lake Wales, FL



The Fairfield Economic Development Corporation is very pleased to have partnered with Site Location Partnership for our very first business recruitment program ever. They began work on our target industries for lead generation and made recommendations almost immediately. SLP is the type of straightforward and aggressive partner in economic development that Fairfield needs right now as we move forward with a new industrial park expansion.



David Fowler, President
Fairfield Economic Development Corporation
Fairfield, TX



When Carroll County decided to expand its business attraction marketing ahead of the completion of the Hoosier Heartland Highway, Site Location Partnership was the logical choice to assist our organization. We've been able to pinpoint our efforts on corporate site selectors and companies well-suited to do business in Carroll County from manufacturing and food processing industry sectors. The Carroll County Economic Development Corporation is very pleased and optimistic of our partnership with SLP. We look forward to a long and successful working relationship.



Laura Walls, Executive Director
Carroll County Economic Development Corporation
Delphi, IN



I have known and worked with SLP's CEO for over fifteen years. The SLP staff knows the business, has the contacts, and has always come through for me in regard to identifying projects and initiating one-on-ones. This has presented immense value and has resulted in me making contact with targeted prospects, site consultants and industry leaders that I may not have otherwise had the chance to connect with on such a personal level.



Sean Stockard, CEcD, President/CEO
Economic Development Alliance for Brazoria County
Angleton, TX





Economic Development Practice Endorsements

Working with Site Location Partnership has provided us with a valuable opportunity to strengthen our targeted marketing strategy and maximize our investment. The team at SLP works directly with our staff to achieve the highest level of support for our business attraction initiatives. In dealing with other site selection and economic development consulting firms, we have not received the professional services, expertise and guidance that we have from SLP. We look forward to continuing this very productive working relationship.

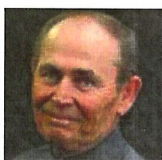


Cinda Kelley, Executive Director
Hendricks County Economic Development Partnership
Avon, IN



**Hendricks County Economic
Development Partnership**

We have found Site Location Partnership to be a cost effective and efficient partner in expanding our business recruitment efforts. With limited resources, it has been imperative to find new avenues to access corporate location projects across the country. SLP's expertise has provided us several opportunities with great exposure to growing businesses and other site consulting firms. With SLP's assistance, we have developed a much more focused approach to our target industries.

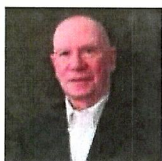


Gary Marks, CECD, Executive Director
Prescott Valley Economic Development Foundation
Prescott Valley, AZ



**Prescott Valley Economic
Development Foundation**

You have done a phenomenal job of getting us in front of quality prospects and well-known site selectors in the industry. These meetings will undoubtedly benefit us in the long term. Economic development is all about contacts and relationships, and it takes considerable time and effort to make these happen. Keep up the great work!



Arnie Frankel, CECD, Manager
Southwestern Electric Power Company
Shreveport, LA



We've enjoyed our relationship with Site Location Partnership and have found them to be a cost-effective, innovative way to extend the targeted outreach of the Joplin region. SLP's approach gives us high visibility in a number of markets which enhances and expands our ongoing efforts to promote Joplin as a great place for business.



Rob O'Brian, CECD, President
Joplin Area Chamber of Commerce
Joplin, MO

**JOPLIN AREA
CHAMBER of COMMERCE**





Site Location Partnership

Site Selection | Facility Planning | Economic Development

Economic Development Practice References

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The Building Blocks for Corporate Growth



Diversification Growth Investment Job Creation

Site Location Partnership (SLP)

6021 Morriss Road, Ste. 107

Flower Mound, TX 75028

Phone: 972-874-SITE (7483) | Fax: 972-692-0384

www.sitelocationpartnership.com

Camden County Joint Development Authority
Project Manager's Report
11 July 2019

Mr. Harper and Ms. Loveland met with Mr. Freddie Nobles from the Georgia Department of Labor regarding workforce assistance for local industry and businesses. Mr. Noble wanted information on how to provide GDOL information to new business in Camden County. MR. Harper and Ms. Loveland provided Mr. Nobles with a list of the business licenses officials in Camden County as well as stating to Mr. Nobles that they would work with the Chamber to provide this information to businesses that visit the North Center. Mr. Noble is currently preparing these packages and will deliver them to the Cities, County and to the North Center for distribution.

Mr. Harper facilitated a community tour for Ms. Mary Catherine Griffin with the Georgia Department of Economic Development. MR. Harper provided Ms. Griffin with an overview of local industrial sites as well as community economic development projects that are proposed, planned or under construction in Camden County.

Continued BRE meetings with Synergy Recycling. Mr. Harper has e-mailed and called several other industries including Insetta, Affinity Chemical and Georgia Pacific to schedule visits. Mr. Harper will also be making visits to these industries and others over the next few weeks to schedule BRE visits. Ms. Loveland and Miss Smith met with Foodie J. Ms. Loveland followed up with Georgia Department of Labor regarding employment needs of Foodie J. GDOL subsequently made contact with Foodie J and is addressing their needs.

Mr. Harper and Ms. Loveland have been coordinating the final clean-up of the Merit Tract at the industrial park which was being leased to Mr. Jordan for the car crushing operations. The site has been cleared of all debris and staff are coordinating with Mr. Jordan for the dispersal or removal of remaining piles of dirt on the site which should be accomplished next week.

Mr. Harper is coordinating with Mr. Patrick Davies regarding any required updates to the wetlands jurisdictional determination that was originally secured in 2015. The original wetland permit has a five year limit.

Mr. Harper continues to coordinate mowing, maintenance and other repairs within the industrial park including signage repairs and lighting repairs.

Mr. Harper continued facilitating the permitting of the City of Woodbine Wayfinding Signs. Permits were issued in June 2019 and signs are in production and will be installed after production.

JDA staff, including Mr. Harper, assisted in set up, assistance, and breakdown of elements for the Chamber Gavel to Gavel dinner.

Mr. Harper is currently working on repairing for sales signs at the industrial park. Related to this, Mr. Harper is working with a surveyor to develop a new updated CCIP site map including new wetlands and easements as well as a breakdown of site acreage so as to provide factual data for each available tract.

Thursday, July 11, 2019

Kingsland North Center Conference Room

Attendee Sign-In Sheet

(Please Print)

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