

AGENDA
Camden County Joint Development Authority
Thursday, March 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
- ★ 4. Amendments to and Adoption of Agenda
- ★ 5. Approval of the Minutes of the February 14th Meeting
- ★ 6. Treasurer's Report
- ★ 7. Renewal of lease terms with City of Kingsland
8. Business Plan & Budget Committee- Draft Presented
9. Executive Director's Report
10. Executive Session- Real Estate
- ★ 11. Real Estate, *if necessary*
- ★ 12. 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
March 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 March 14, 2019. There were present and participating at the meeting the following board members: Jeff Barker, Rachel Baldwin, Farran Fullilove, Burford Clark, Jim Lomis, CB Yadav, Tanya Glazebrook and Louise Mitchell. Board member, Sheila Sapp 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 9:00 a.m.

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

Approval of the minutes of the February 14th Regular Meeting: A motion was made by Mr. Clark, seconded by Mr. Lomis, to approve the minutes of the February 14, 2019 meeting. Ms. Glazebrook abstained from voting due to not being present at the last board meeting. The board voted 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. Yadav, to accept the treasurer's report. The board voted unanimously to approve the motion; copies of the financials are attached.

Renewal of the lease terms with the City of Kingsland: Mr. Coughlin presented the lease renewal terms from the City of Kingsland for office space currently used by JDA, Camden Chamber, Camden Partnership, Workforce. A motion was made by Mr. Lomis, seconded by Mr. Fullilove. Ms. Baldwin abstained from voting. The board voted unanimously to approve the motion; a copy of the lease is attached.

Business Plan & Budget Committee Report Out: As committee chair, Mr. Fullilove deferred to Mr. Coughlin and staff for an overview of the draft FY20 Business Plan & Budget. Mr. Coughlin thanked the committee members; Mr. Fullilove, Ms. Baldwin, Ms. Mitchell & Mr. Yadav for their time and work in preparing it. The final FY20 Business Plan & Budget will be approved by the board at the next board meeting which will be held on April 11, 2019.

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 Ms. Glazebrook, seconded by Mr. Lomis, to go into executive session to discuss real estate at 9:30 a.m. The board voted to unanimously to approve the motion.

A motion was made by Mr. Lomis, seconded by Ms. Mitchell, to come out of executive session at 11:30 a.m. The board voted to unanimously to approve the motion

A motion was made by Ms. Glazebrook, seconded by Mr. Fullilove, based on the termination of the contract to purchase the Wharf Project, the board authorizes Chairman Barker, Mr. Coughlin, legal counsel and the executive board to propose a new offer for the Camden County Joint Development Authority to purchase the property. The board voted unanimously to approve the motion.

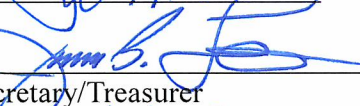
Adjourn:

A motion was made by Mr. Lomis, seconded by Mr. Fullilove, and approved unanimously to adjourn the meeting at 11:32 a.m., at which time the meeting was adjourned.

CAMDEN COUNTY JOINT DEVELOPMENT AUTHORITY

By: 
Chairman

Date: 4/11/19

By: 
Secretary/Treasurer

Date: 04/11/2019

**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

Balance Sheet

As of February 28, 2019

	Feb 28, 19
ASSETS	
Current Assets	
Checking/Savings	
11.2290 · Ameris-9690-MM-Incentive Funds	219,734.71
11.2280 · Citizens/Pineland Incentive Fun	454,668.39
11.2250 · Synovus-Land Acq/Product Dev	229,125.05
11.2200 · Ameris-0158MM-Land Acq/Prod Dev	1,422,489.35
11.2000 · SE Bank-Checking-Operating Fund	560,104.28
11.1010 · JDA Office Petty Cash	11.04
Total Checking/Savings	2,886,132.82
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	2,894,574.96
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	29,516.08
Total Other Assets	29,516.08
TOTAL ASSETS	3,683,181.18
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
12.1001 · Accounts Payable	24,901.18
Total Accounts Payable	24,901.18
Credit Cards	2,695.61
Other Current Liabilities	
12.2600 · Lease Received in Advance	7,000.00
12.2500 · Deferred Revenue-Property Taxes	4,796.34
Total Other Current Liabilities	11,796.34
Total Current Liabilities	39,393.13
Total Liabilities	39,393.13
Equity	
13.2050 · Rest. Fund Bal- Fixed Assets	759,090.14
13.1000 · Fund Balance	1,652,938.54
Net Income	1,231,759.37
Total Equity	3,643,788.05
TOTAL LIABILITIES & EQUITY	3,683,181.18

Camden County Joint Development Authority
Profit & Loss Budget vs. Actual
 July 2018 through February 2019

	Jul '18 - Feb 19	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
39.0006 · Lease Income	14,000.00		
38.1500 · Donations	0.00	666.68	-666.68
39.0005 · CAM Fee Income	1,625.56	1,500.00	125.56
39.0003 · Landlease Income	12,000.00	0.00	12,000.00
33.1000 · Camden County Budget Dist	480,000.00	480,000.00	0.00
36.1000 · Interest Income	1,996.89	1,581.53	415.36
Total Income	509,622.45	483,748.21	25,874.24
Gross Profit	509,622.45	483,748.21	25,874.24
Expense			
53.2007 · Lease Expense	16,437.25		
51.1414 · Loan Principal	2,482.41	2,482.42	-0.01
53.2102 · Land Acquisition/Prod. Developm	24,575.84	100,000.00	-75,424.16
51.1415 · Loan Interest	461.99	0.00	461.99
52.3701 · Cont. Education & Development	2,120.00	3,333.36	-1,213.36
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	1,563.23	266.68	1,296.55
52.1231 · Camden County Industrial Park	5,848.00	16,666.68	-10,818.68
52.1201 · Accounting	3,570.00	3,500.00	70.00
52.3300 · Advertising/Promo/Marketing	8,646.54	15,333.36	-6,686.82
53.1300 · Business Meals	2,857.34	4,000.00	-1,142.66
52.1500 · Contingency	0.00	16,666.68	-16,666.68
52.3600 · Dues & Subscriptions	704.28		
52.1203 · Eng., Enviro. & Prof. Services	131,051.27	83,333.36	47,717.91
52.1202 · Legal & Insurance	2,905.00	7,863.64	-4,958.64
54.2500 · Office Equipment/Computers	1,672.83	4,000.00	-2,327.17
53.1100 · Office Supplies	1,855.67	2,000.00	-144.33
53.1101 · Postage	48.34	333.32	-284.98
52.3700 · Professional Development	0.00	4,666.68	-4,666.68
51.1100 · Payroll, Taxes & Benefits	215,267.75	204,666.68	10,601.07
53.1540 · Telephone	3,206.10	3,749.28	-543.18
52.3500 · Vehicle and Travel	4,524.87	13,333.36	-8,808.49
Total Expense	431,561.58	486,295.50	-54,733.92
Net Ordinary Income	78,060.87	-2,547.29	80,608.16
Other Income/Expense			
Other Income			
36.1003 · Other Income.	1,153,698.50		
Total Other Income	1,153,698.50		
Net Other Income	1,153,698.50		
Net Income	<u>1,231,759.37</u>	<u>-2,547.29</u>	<u>1,234,306.66</u>

10:54 AM

03/12/19

Accrual Basis

Camden County Joint Development Authority
Profit & Loss YTD Comparison
February 2019

	Feb 19	Jul '18 - Feb 19
Ordinary Income/Expense		
Income		
39.0006 · Lease Income	7,000.00	14,000.00
39.0005 · CAM Fee Income	0.00	1,625.56
39.0003 · Landlease Income	0.00	12,000.00
33.1000 · Camden County Budget Dist	60,000.00	480,000.00
36.1000 · Interest Income	301.71	1,996.89
Total Income	67,301.71	509,622.45
Gross Profit	67,301.71	509,622.45
Expense		
53.2007 · Lease Expense	6,206.75	16,437.25
51.1414 · Loan Principal	312.11	2,482.41
53.2102 · Land Acquisition/Prod. Developm	6,480.00	24,575.84
51.1415 · Loan Interest	55.94	461.99
52.3701 · Cont. Education & Development	-40.00	2,120.00
52.3601 · Professional Dues/Registrations	0.00	1,028.80
52.2005 · Land Acquisition & Capital Exp	0.00	619.08
53.1400 · Bank Service Charge	0.00	114.99
53.1301 · Board & Office Meetings	1,257.14	1,563.23
52.1231 · Camden County Industrial Park	181.00	5,848.00
52.1201 · Accounting	0.00	3,570.00
52.3300 · Advertising/Promo/Marketing	694.00	8,646.54
53.1300 · Business Meals	246.64	2,857.34
52.3600 · Dues & Subscriptions	0.00	704.28
52.1203 · Eng., Enviro. & Prof. Services	8,325.50	131,051.27
52.1202 · Legal & Insurance	0.00	2,905.00
54.2500 · Office Equipment/Computers	0.00	1,672.83
53.1100 · Office Supplies	496.86	1,855.67
53.1101 · Postage	0.00	48.34
51.1100 · Payroll, Taxes & Benefits	24,859.40	215,267.75
53.1540 · Telephone	366.05	3,206.10
52.3500 · Vehicle and Travel	933.35	4,524.87
Total Expense	50,374.74	431,561.58
Net Ordinary Income	16,926.97	78,060.87
Other Income/Expense		
Other Income		
36.1003 · Other Income.	0.00	1,153,698.50
Total Other Income	0.00	1,153,698.50
Net Other Income	0.00	1,153,698.50
Net Income	16,926.97	1,231,759.37

State of Georgia

County of Camden

LEASE

This lease is entered into this _____ day of _____, 2019 by and between the City of Kingsland, Georgia ("Lessor") and Camden County Joint Development Authority ("Lessee"):

In consideration of the prompt payment of the rentals set out herein and the faithful performance by Lessee of all of its promises, covenants and obligations, Lessor demises and leases to Lessee and Lessee accepts for the term and subject to these provisions, the following described real property in the City of Kingsland, in Camden County, Georgia more specifically described as:

The Offices numbered 1, 2, 3 and 4 as shown on the diagram attached as Exhibit "A" (the "Offices"). The Offices are a portion of the real property located at 531 North Lee Street, Kingsland, Georgia (the "Property") commonly referred to as the "O. F. Edwards Building". Lessee shall also have the right to use certain Common Areas located on the Property as set forth more fully herein.

This contract and lease is also subject to the following terms, promises, agreements, conditions, and covenants:

1. The term of this lease shall be for a period of two years commencing on the _____ day of _____, 2019 and ending on the _____ day of _____ 2021. If either party desires to terminate this lease, then such party must give the other party ninety (90) days advance written notice no more than 6 months prior to the end of the lease. This lease will automatically renew on an annual basis, unless either party gives such written notice of its intent to terminate the lease.
2. As consideration for the entire term of this lease, Lessee shall pay to Lessor a rental amount in the total sum of \$2.00 payable in yearly installments of \$1.00; for any renewals, Lessee shall pay a rental amount in the sum of \$1.00 per year.
3. Lessee shall use the Offices and, as allowed, the Common Areas, for the purposes hosting events and functions related thereto, including, but not limited to, annual dinners, networking events, and forums.
4. Lessee, and its employees and customers shall have the non-exclusive right throughout the lease term to use in common with others all facilities which are designated for the general use in common of occupants of the Property (the "Common Areas"), which facilities shall include but are not limited to parking areas, streets, sidewalks, walkways, canopies, stairways, atriums, conference rooms, break rooms, reception areas, elevators, escalators, roadways, loading platforms, bus stops, restrooms, light facilities, ramps, landscaped areas, and other similar facilities. Such Common Areas shall at all times be subject to the control and management of Lessor or such other parties as Lessor may decide upon and Lessor shall have the sole

authority to make such rules and regulations as in Lessor's sole discretion, may be appropriate concerning the use of the Common Areas.

5. The foregoing notwithstanding, Lessee shall be allowed to serve food and alcohol on the Property, including in the Common Areas and Offices, at functions and events sponsored by Lessee. Lessee shall not have the right to sell alcohol at such events. Additionally, only Lessee and others leasing portions of the Property from Lessor shall have the right to utilize the Property and Common Areas for private events and functions. Except as specifically provided, Lessee shall have no right or interest in the Common Areas.
6. Lessee shall be responsible for all reasonable charges for customary and frequent janitor and cleaning services to the Common Areas.
7. Lessee shall be responsible for all reasonable charges for water, garbage and sewer services, electricity, and any other utilities, and shall be responsible for its own telephone and internet service. Lessor shall also be responsible for any costs associated with activating and monitoring the existing alarm system for the Property. Utility charges as referenced above shall be proportionately divided among all active long-term lease holders and shall be based on the number of rooms held by each Lessee.
8. Lessee agrees that it will, at its own expense, keep and maintain the interior of the Offices in good condition. Lessee will do all work and make all repairs necessary or advisable to keep the interior of the Offices from deteriorating in value or condition, with the exception of normal wear and tear and aging consistent with normal office usage and time. ~~Lessee~~Lessor shall keep in good repair the remainder of the Property, including but not limited to the Common Areas, heating and air conditioning equipment, roof (including structure, deck and insulation, flashing and membrane), foundations, exterior walls, landscaping, plumbing, sewer, septic, electrical and underground utilities. Lessor gives to Lessee exclusive control of the Offices and shall be under no obligation to inspect the same. Lessee shall promptly report in writing to Lessor any defective condition known to it which Lessor is required to repair.
9. Lessee covenants and agrees that it shall not make or allow any unlawful, improper, immoral or offensive use of the Offices or any part of them. Lessee further agrees to maintain and police the area in order to keep the Offices in a clean and sanitary condition at all times in compliance with all ordinances and regulations of the City of Kingsland, Georgia. Lessee shall permit Lessor, through its duly authorized representatives, to make inspection of the Offices at any time so as to determine compliance with the lease.
10. It is further agreed that Lessee shall not do, or permit to be done, anything in or upon any portion of the Property or bring or keep anything in or on it that will in any way conflict with the conditions of any insurance policy upon the Property or any part of it, or in any way increase the rate of fire insurance upon the Property or on property kept there, or in any way obstruct or interfere with the rights of the other lessees of the Property, or injure or annoy them.
11. Lessor, through its authorized representatives, shall have the full and unrestricted right to enter the Offices hereby leased for the purpose of doing any and all things with reference to that which Lessor is authorized or required to do under the terms of this lease or that may be deemed necessary.

12. Lessee agrees that it shall not permit the use of loud, abusive, foul or obscene language in the leased Offices, nor shall Lessee permit any unlawful, obscene or immoral acts or conduct by any person or persons on the Offices, and that the use of such language or the occurrence of these acts or conduct shall result in the removal from the Offices of any person or persons using or performing these things by Lessee, its officers, agents or employees.
13. Lessee agrees to comply with all federal, state and local laws, including all ordinances of the City of Kingsland, Georgia.
14. Lessee shall, at its own responsibility and expense, obtain and keep in effect all licenses and permits necessary for the operation of its business on the leased Offices.
15. Lessor shall provide hazard insurance for the Property, including the Offices. Lessee shall be responsible for providing its own liability insurance and insurance for its contents.
16. Any breach, default or failure by Lessee to perform any of the duties or obligations assumed by Lessee or faithfully to keep and perform any of the terms, conditions and provisions of this lease shall be cause for termination of this lease by Lessor in the manner set forth in this paragraph. Lessor shall deliver to Lessee 30-days' prior written notice of its intention to terminate this lease, including in the notice a reasonable description of the breach, default or failure. If within those 30 days, Lessee shall fail or refuse to cure, adjust or correct such breach to the satisfaction of the Lessor, then Lessor shall have the right, without further notice to Lessee and without being deemed guilty of trespass and without any liability whatever on the part of Lessor, to declare this lease terminated, and to enter upon and take full possession of the Offices, by force or otherwise, and without legal process, to expel, oust and remove any and all parties who may occupy any part of the Offices and any or all fixtures and equipment not belonging to Lessor that may be found within or upon the Offices without being liable for damages. In the event of termination of this lease by Lessor in accordance with the provisions of this lease, all rights, powers, privileges of Lessee shall cease and terminate, and Lessee shall immediately vacate the leased Offices and shall make no claim of any kind against Lessor, its agents or representatives, by reason of the termination or any act incident to it.
17. The 30 days prior written notice shall be conclusively determined to have been delivered to Lessee at the time it is deposited in the United States mail, in a sealed envelope with sufficient postage attached, addressed to Lessee at 531 North Lee Street, Kingsland, GA 31548. Any failure by Lessor to terminate this lease or the acceptance by Lessor of rentals for any period of time after the breach, default or failure by Lessee shall not be determined to be a waiver by Lessor of any rights to terminate this lease for any subsequent breach, default or failure.
18. Lessee further agrees that it will, at the end of the term of this lease, peaceably deliver to Lessor the Offices and all appurtenances or improvements in them in a good state of repair, as stated, and vacant, unencumbered and in good and tenantable condition.
19. Lessee covenants and agrees that it shall have no power to do any act or make any contract that may create

or be the foundation for any lien upon the Property or interest in the Property of the Lessor.

20. Lessee agrees that, in the event that any proceedings in bankruptcy or insolvency shall be instituted against Lessee, whether voluntary or involuntary, the Lessor may, at its option, declare this lease forfeited and terminated. Upon this declaration, Lessee agrees to give and deliver immediate possession of the Offices to the Lessor.
21. Lessee agrees that it shall not sublet or assign all or any part of its rights, privileges or duties under this lease without the prior written approval of the Lessor, and any attempted assignment without the prior written approval shall be void.
22. The parties covenant and agree that should any action, whether real or asserted, at law or in equity, arise out of the terms of this lease, or by Lessee's operations on the leased Offices, venue for the action shall lie in Camden County, Georgia.
23. In any action brought by any party for the enforcement of the obligations herein, the prevailing party shall be entitled to recover its costs of litigation and reasonable attorney fees.
24. This written instrument constitutes the entire agreement by the parties concerning the Offices, Common Areas and Property and any prior or contemporaneous, oral or written agreement that purports to vary from its terms shall be void.

In witness whereof, the parties have executed this lease on the ____ day of _____, 2019.

CITY OF KINGSLAND, GEORGIA

CAMDEN COUNTY JOINT DEVELOPMENT AUTHORITY

By: _____

By: _____

Its Mayor: _____

Its Chairman: _____

Attest: _____

Attest: _____

Its City Clerk: _____

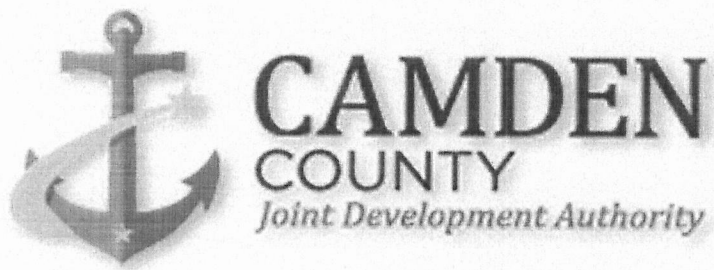
Its Secretary/Treasurer: _____



A1.2

Utilities for 531 N. Lee Street - Kingsland North Center

[illegible]



Business Plan

FY 2020

531 N. Lee Street
Kingsland, Georgia 31548
(912) 729-7201
www.launchcamden.com

**Wrapping up a productive FY19 and looking ahead to a year
that yields results for the citizens of Camden County**

As the economic development arm of Camden County and the cities of Kingsland, St. Marys and Woodbine, the Joint Development Authority strives to create jobs and stabilize the tax base by creating opportunities for business. As we prepare to close the books on Fiscal Year 2019 we are proud of several significant accomplishments. First, we were able to orchestrate a deal that brought Camden's first space company to town by cooperating with a private property owner and St. Marys officials to provide the former St. Marys airport and a nearby hangar to ABL Space Systems. ABL will have a small footprint in the beginning but we look forward to big things from them in the near future. Next, after over a year of hard work, engineering and engagement with local, state and federal officials, the Wharf St. Marys mixed-use marina project was permitted late last year. This project will forever change the face of St. Marys and establish Camden County as a legitimate player in the maritime and nautical tourism industries.

Speaking of the marine industry, we were happy to welcome Bowhead Marine to Kingsland this year as they expand their contract operations with the Coast Guard. This group of highly skilled technicians will perform work on hulls, engines, electronics and rigging right here in Camden County and will continue to hire some of Camden's finest to do this important work. Knowing that an ongoing pipeline of workers for this industry will be crucial to the success of companies like Bowhead, we made connections with Yamaha Outboards and Camden County High School to start the first Yamaha Certified training program in Southeast Georgia. CCHS officials have been great to work with on this effort and they are currently signing students up for classes next Fall. Likewise, Coastal Pines Technical College officials have been a part of these discussions as they plan to add Marine Technology to their course offerings at the new Camden campus.

A methodical, consistent approach, combined with the ability to respond quickly to the needs of a project or prospect has been and will continue to be the business model of the Joint Development Authority. The Authority will actively engage elected officials in each city and the county in regular open dialogue to ensure that efforts are aligned and working toward common goals. The citizens of Camden County and its cities have entrusted the Authority with the economic future of their community and it is the intention of the Authority to represent them in a manner that produces benefits and opportunities for Camden's residents and their families.

Sincerely,

James Coughlin
Executive Director

Fiscal Year 2020 Budget

Income

Camden County Budget Distribution	720,000.00
CAM Fee Income	2,000.00
Interest Income	2,360.00
Foodie'J Income	3,767.00
ABL Space Systems Income	84,000.00

Total Income

812,127.00

Expense

Cont. Ed & Development	3,500.00
Loan Principal	3,736.00
Professional Dues	4,000.00
Bank Service Charges	100.00
Board & Office Meetings	400.00
Industrial Park	20,000.00
Accounting	3,600.00
Advertising/Promotions/Marketing	12,000.00
Business Meals	5,200.00
Contingency	10,000.00
Eng., Enviro. & Prof. Services	75,000.00
Lease - ABL Space Systems	74,481.00
Lease -City of Kingsland	12,000.00
Legal & Insurance	7,500.00
Land Acquisition/Prod. Dev	180,000.00
Bond Note- Wharf St. Marys	70,000.00
Office Equipment/Computers	6,000.00
Office Supplies	2,500.00
Postage	500.00
Payroll, Taxes & Benefits	305,000.00
Telephone	4,610.00
Vehicle & Travel	12,000.00

Total

Expense

812,127.00

Fiscal Year 2020 Goals

- **Goal 1: Build commercial tax base and create jobs in Camden County**

Strategies

1. Recruit new employers and work with existing employers to create and expand opportunities for new private sector jobs in Camden County;
2. Analyze the fiscal impact of new employers to the Camden County tax digest.
3. Work with property owners and brokers to fill vacant commercial, retail and industrial space.

- **Goal 2: Continue to strengthen relationship with local governments**

Strategies

1. Explore an intergovernmental agreement for funding in three-year intervals to make planning easier and more efficient.
2. Attend strategic planning meetings of the county and each city;
3. Lead economic development planning, project management and fiscal impact analysis of projects;
4. Where appropriate, act as the bonding agency for large projects providing significant fiscal impact as the Authority budget allows;
5. Develop a collaborative plan with local governments for the provision of infrastructure to sites marketed by the Authority or local developers to industry;
6. Upon issuance of spaceport operating license to Camden County, work with the county commissioners to develop long term financing solutions.

- **Goal 3: Increase community awareness of the Authority's activities**

Strategies

1. Conduct an annual Report to the Community during each fiscal year which encourages and promotes public participation.
2. Prepare press releases for publication in the *Tribune and Georgian* newspaper and released to other media providers.
3. Pro-actively seek speaking opportunities within Camden County to promote/explain Authority activities to foster increased support of endeavors.
4. Maintain an active and updated website to position the Authority as an active and action oriented organization with planned and progressive accomplishments.

- **Goal 4: Market Camden's portfolio of properties suitable for economic development to an audience that can bring jobs and investment to Camden County**

Strategies

1. Web and electronic communication
 - a. Update the website regularly and feature Camden's most current property portfolio;
 - b. Prepare and post regular electronic news blasts to our target audience.
2. Print media and strategic ad placement
 - a. Use print media in a very judicious and targeted manner.
 - b. Prepare print media that is informative and current for target audience.
3. Additional Methods
 - a. Attend and exhibit at target industry trade shows;
 - b. Regular visits to the Georgia Department of Economic Development
 - c. Participate with Southeast Georgia Alliance and World Trade Center Savannah in regional recruitment efforts;
 - d. Contract with industry specific consultants for targeted marketing when appropriate.

- **Goal 5: Collaborate with regional education partners and training agencies to address workforce gaps**

Strategies

1. Collaborate annually with Fleet and Family Services at Kings Bay Naval Submarine Base to maintain accurate measures of military personnel transitioning out of service into the job market;
2. Publish local labor information on the authority's website, deliver it to state partners and site selection professionals needing a highly skilled workforce;
3. Facilitate communication between Coastal Pines Technical College and local businesses that leads to the development of meaningful programs of study that are of benefit to current and future employers in Camden County.
4. Establish a "Manufactures Roundtable" to address workforce and other concerns.

- **Goal 6: Encourage the conditions that are conducive to the success of existing businesses**

Strategies

1. Identify tax incentives that apply to expanding businesses and host a meeting for local commercial accountants.
2. Identify suppliers and/or customers who should be recruited to this area which would enhance existing businesses while bringing jobs to Camden County;
3. Identify barriers to expansion with allied partners such as rail or utility companies and helping to address these when feasible.
4. Collaborate and support informational events that support business expansion, creation and supply needs.

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

Summary

The staff and board of the Authority are committed to effectively managing the resources dedicated by the tax payers of Camden County for the specific purpose of growing our local economy. We dedicate our efforts and the resources placed in our stewardship to the diligent pursuit of legitimate businesses that will bring quality jobs, investment and tax revenue to this community. This business plan represents our proposed course of action to achieve these goals with the information available to us at this time. We also remain responsive to new opportunities and will adjust our business plan as market conditions dictate.

Camden County Joint Development Authority

James Coughlin
Executive Director

Darren Harper
Project Manager

Stephanie Loveland
Office Manager

Cody Smith
Community Relations Specialist

Jeff Barker
Chairman

Farran Fullilove
Vice Chairman

Jim Lomis
Treasurer

Rachel Baldwin

Tanya Glazebrook

Burford Clark

C.B. Yadav

Louise Mitchell

Dr. Sheila Sapp



Camden County Joint Development Authority

Executive Director's Report

March 2019

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

Active Projects

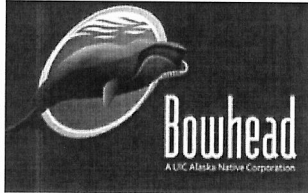
- **Project Pineapple**
 - Final offer from Camden County and State of Georgia went out February 28
 - Additional information requested and provided one week later
 - CEO and site consultant reviewing offers during March
 - We will have an answer early April

- **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!
 - Still waiting for final sign off from DNR.
 - Property Purchase
 - Negotiations with trustee ongoing
 - Public/Private Financing
 - Bond resolution done
 - Board approved 11/15
 - Intergovernmental Agreement done
 - County approved 12/11
 - Bond validation hearing done 12/18

- **Project Homecoming**

- Marine Refit/Repair
- To be located at Wharf St. Marys
- Seeking LOI for space/ lease rate etc.
- 25-30 direct jobs
- Another 30 indirect jobs

- **Bowhead Marine/Logistics**



-
- 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 with St. Marys and Dawson started Jan 1.
- Building improvements completed 3rd week of January
- ABL making regular payments via direct deposit
- Darren in communication with ABL staff regarding move in date later this month

Workforce

- **Coastal Pines Technical College**

- Ground breaking will be April 25th @ 2:00
 - 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
- GA Center of Innovation for Aerospace and Defense assisting
- Save the Date out Feb 25th
- Invitations out March 11th
- Registration Deadline April 12th

Camden County Joint Development Authority
Project Manager's Report
14 March 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 revision and submittal of an incentive letter as well as a real and personal property tax analysis as requested by the prospect based on revised data provided by the prospect.

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.

Minor repairs to the roll up door have been completed to help rainwater intrusion into the building for ABL at the Dawson building, 121 industrial drive. Mr. Harper also worked with a locksmith to change over the locks to the offices. Mr. Harper has also assisted Mr. Campbell with ABL in changing over several different vendors and utility operations at the building.

Mr. Harper attended the Amazing Grace Innovation Event hosted by the National Defense Industry Association in Jacksonville on Feb. 25-27.

Mr. Harper and Ms. Loveland identified repairs that needed to be made at the Camden County Industrial Park including cases of illegal dumping on Authority owned sites. Mr. Harper is coordinating these repairs and clean-up effort with Ms. Loveland.

Mr. Harper assisted Mr. Coughlin with a presentation to the Development Authority of St. Marys Board last week on the Wharf project.

Mr. Harper is still working to coordinate electrical repair efforts, requested by Okefenoke EMC at the Camden County Industrial Park.

Kingsland North Center Conference Room

Attendee Sign-In Sheet

(Please Print)

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STATE OF GEORGIA

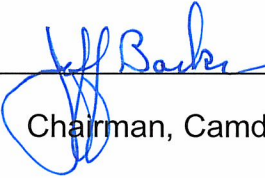
COUNTY OF CAMDEN

CLOSED MEETING AFFIDAVIT

AFFIDAVIT OF CHAIRMAN OR PRESIDING OFFICER

Jeff Barker, Chairman of the Camden County Joint Development Authority, being duly sworn, states under oath that the following is true and accurate to the best of his knowledge and belief.

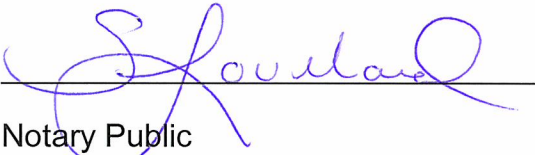
The Camden County Joint Development Authority met in a duly advertised meeting on March 14, 2019. During such meeting, the members voted to go into closed session. The executive session was called to order at _____. The subject matter of the closed portion of the meeting was devoted to the following matter within the exceptions provided in the open meetings law: Real-Estate



Chairman, Camden County Joint
Development Authority

Sworn to and subscribed before me

This 14th day of March, 2019



Notary Public

