

**AGENDA**  
**Camden County Joint Development Authority**  
**Thursday, August 8, 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 July 11th Meeting
- ★ 6. Treasurer's Report
7. Public Remarks- Ms. Janet Heath/Presentation on the New Woodbine Public Library
- ★ 8. Approval of the service agreement with Site Location Partners
9. Executive Director's Report
- ★ 10. Adjourn Meeting

**Minutes of the Regular Meeting of the  
Board of Directors of the Camden County  
Joint Development Authority  
August 8, 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 August 8, 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 9:00 a.m.

**Amendments to and adoption of agenda:** Mr. Coughlin made a request to amend the agenda and go into executive session to discuss real estate. A motion was made by Mr. Lomis, seconded by Mr. Clark, to add executive session for real estate to the agenda. The board voted unanimously to approve the motion, to adopt the agenda as amended.

**Approval of the minutes of the July 11th Regular Meeting:** A motion was made by Mr. Clark seconded by Mr. Fullilove, to approve the minutes of the July 11, 2019 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 Ms. Glazebrook, to accept the treasurer's report. The board voted unanimously to approve the motion; copies of the financials are attached.

**Public Remarks:** Ms. Janet Heath gave a presentation on the new Woodbine Public Library asking for the Camden County Joint Development Authority's support by placing on our website the three public libraries' as well the Bryan-Lang Historical Library to bring awareness to those looking to relocate to our area.

**Approval of the service agreement with Site Location Partners:** A motion was made by Mr. Fullilove, seconded by Ms. Sapp, to approve the service agreement with Site Location Partners in the amount of \$9,975.00 for one year. The board voted unanimously to approve the motion; a copy of the service agreement 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.

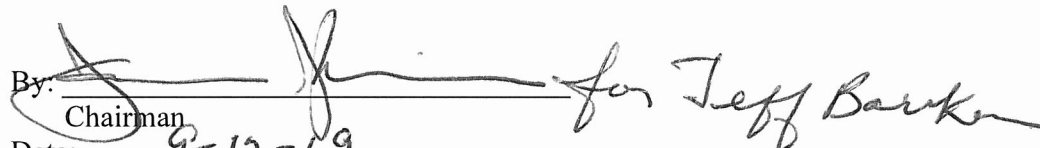
**Executive Session:** The chairman announced the purpose of the executive session on the agenda was to discuss Real Estate. A motion was made by Mr. Lomis, seconded by Ms. Baldwin, to go

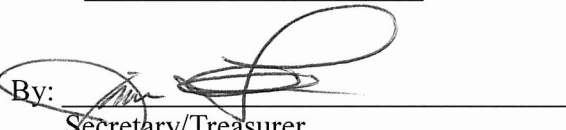
into executive session to discuss real estate at 9:37 a.m. The board voted to unanimously to approve the motion.

A motion was made by Mr. Fullilove, seconded by Ms. Baldwin, to come out of executive session at 10:16 a.m. The board voted to unanimously to approve the motion.

**Adjourn:** A motion was made by Mr. Clark, seconded by Mr. Lomis, and approved unanimously to adjourn the meeting at 10:17 a.m., at which time the meeting was adjourned.

**CAMDEN COUNTY JOINT DEVELOPMENT AUTHORITY**

By:  for Jeff Barker  
Chairman  
Date: 9-12-19

By:   
Secretary/Treasurer  
Date: 9-12-2019

**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.



10:26 AM

07/30/19

Accrual Basis

**Camden County Joint Development Authority**  
**Balance Sheet**  
As of June 30, 2019

	<u>Jun 30, 19</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
11.2290 · Ameris-9690-MM-Incentive Funds	219,792.51
11.2280 · Citizens/Pineland Incentive Fun	454,896.39
11.2250 · Synovus-Land Acq/Product Dev	229,171.01
11.2200 · Ameris-0158MM-Land Acq/Prod Dev	1,422,863.54
11.2000 · SE Bank-Checking-Operating Fund	662,025.82
11.1010 · JDA Office Petty Cash	11.04
Total Checking/Savings	2,988,760.31
Other Current Assets	
11.1350 · Note Receivable Foodie'J-CP	3,810.98
11.1935 · Property Tax-Allowables	-532.93
11.1905 · Property Tax-Receiveables	-2,317.96
11.1202 · Due From Camden County	-90.28
Total Other Current Assets	869.81
Total Current Assets	2,989,630.12
Fixed Assets	
54.1110 · Land Improvements	32,526.00
54.1100 · Land	482,279.00
24.2500 · Capital Assets	244,285.14
Total Fixed Assets	759,090.14
Other Assets	
11.5000 · Note Receivable Foodie'J	28,187.51
Total Other Assets	28,187.51
<b>TOTAL ASSETS</b>	<b><u>3,776,907.77</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	69,215.27
Credit Cards	3,557.17
Other Current Liabilities	
12.2500 · Deferred Revenue-Property Taxes	4,796.34
Total Other Current Liabilities	4,796.34
Total Current Liabilities	77,568.78
Total Liabilities	77,568.78
Equity	
13.2050 · Rest. Fund Bal- Fixed Assets	759,090.14
13.1000 · Fund Balance	1,652,938.54
Net Income	1,287,310.31
Total Equity	3,699,338.99
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>3,776,907.77</u></b>

10:33 AM

07/30/19

Accrual Basis

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

	Jul '18 - Jun 19	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
39.0006 · Lease Income	42,000.00	0.00	42,000.00
38.1500 · Donations	0.00	1,000.00	-1,000.00
39.0005 · CAM Fee Income	2,071.62	2,000.00	71.62
39.0003 · Landlease Income	13,500.00	0.00	13,500.00
33.1000 · Camden County Budget Dist	720,000.00	720,000.00	0.00
36.1000 · Interest Income	3,300.90	2,360.00	940.90
<b>Total Income</b>	<b>780,872.52</b>	<b>725,360.00</b>	<b>55,512.52</b>
<b>Gross Profit</b>	<b>780,872.52</b>	<b>725,360.00</b>	<b>55,512.52</b>
<b>Expense</b>			
53.2007 · Lease Expense	43,449.24	0.00	43,449.24
51.1414 · Loan Principal	3,734.50	3,736.08	-1.58
53.2102 · Land Acquisition/Prod. Developm	58,835.25	150,000.00	-91,164.75
51.1415 · Loan Interest	682.12	0.00	682.12
52.3701 · Cont. Education & Development	4,813.80	5,000.00	-186.20
53.1400 · Bank Service Charge	114.99	100.00	14.99
53.1301 · Board & Office Meetings	467.16	400.00	67.16
52.1231 · Camden County Industrial Park	8,879.80	25,000.00	-16,120.20
52.1201 · Accounting	3,570.00	3,500.00	70.00
52.3300 · Advertising/Promo/Marketing	9,703.40	23,000.00	-13,296.60
53.1300 · Business Meals	4,746.35	6,000.00	-1,253.65
52.1500 · Contingency	0.00	25,000.00	-25,000.00
52.3600 · Dues & Subscriptions	1,749.28		
52.1203 · Eng., Enviro. & Prof. Services	148,478.07	125,000.00	23,478.07
52.1202 · Legal & Insurance	8,055.00	9,500.00	-1,445.00
54.2500 · Office Equipment/Computers	5,520.55	6,000.00	-479.45
53.1100 · Office Supplies	2,376.33	3,000.00	-623.67
53.1101 · Postage	48.34	500.00	-451.66
52.3700 · Professional Development	645.00	7,000.00	-6,355.00
51.1100 · Payroll, Taxes & Benefits	325,396.54	307,000.00	18,396.54
53.1540 · Telephone	4,650.28	5,623.92	-973.64
52.3500 · Vehicle and Travel	11,344.71	20,000.00	-8,655.29
<b>Total Expense</b>	<b>647,260.71</b>	<b>725,360.00</b>	<b>-78,099.29</b>
<b>Net Ordinary Income</b>	<b>133,611.81</b>	<b>0.00</b>	<b>133,611.81</b>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
36.1003 · Other Income.	1,153,698.50		
<b>Total Other Income</b>	<b>1,153,698.50</b>		
<b>Net Other Income</b>	<b>1,153,698.50</b>		
<b>Net Income</b>	<b>1,287,310.31</b>	<b>0.00</b>	<b>1,287,310.31</b>

10:37 AM

07/30/19

Accrual Basis

**Camden County Joint Development Authority**  
**Profit & Loss YTD Comparison**  
**June 2019**

	Jun 19	Jul '18 - Jun 19
Ordinary Income/Expense		
Income		
39.0006 · Lease Income	7,000.00	42,000.00
39.0005 · CAM Fee Income	0.00	2,071.62
39.0003 · Landlease Income	0.00	13,500.00
33.1000 · Camden County Budget Dist	60,000.00	720,000.00
36.1000 · Interest Income	322.80	3,300.90
Total Income	67,322.80	780,872.52
Gross Profit	67,322.80	780,872.52
Expense		
53.2007 · Lease Expense	7,199.94	43,449.24
51.1414 · Loan Principal	314.20	3,734.50
53.2102 · Land Acquisition/Prod. Developm	33,170.33	58,835.25
51.1415 · Loan Interest	53.87	682.12
52.3701 · Cont. Education & Development	0.00	4,813.80
53.1400 · Bank Service Charge	0.00	114.99
53.1301 · Board & Office Meetings	50.68	467.16
52.1231 · Camden County Industrial Park	622.94	8,879.80
52.1201 · Accounting	0.00	3,570.00
52.3300 · Advertising/Promo/Marketing	6.00	9,703.40
53.1300 · Business Meals	869.41	4,746.35
52.1500 · Contingency	0.00	0.00
52.3600 · Dues & Subscriptions	0.00	1,749.28
52.1203 · Eng., Enviro. & Prof. Services	768.40	148,478.07
52.1202 · Legal & Insurance	175.00	8,055.00
54.2500 · Office Equipment/Computers	750.33	5,520.55
53.1100 · Office Supplies	163.77	2,376.33
53.1101 · Postage	0.00	48.34
52.3700 · Professional Development	645.00	645.00
51.1100 · Payroll, Taxes & Benefits	35,632.97	325,396.54
53.1540 · Telephone	201.67	4,650.28
52.3500 · Vehicle and Travel	1,270.25	11,344.71
Total Expense	81,894.76	647,260.71
Net Ordinary Income	-14,571.96	133,611.81
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	-14,571.96	1,287,310.31



**Site Location Partnership (SLP)**  
6021 Morriss Road, Ste. 107  
Flower Mound, TX 75028  
PH: 972-874-SITE (7483)  
FX: 972-692-0384  
[www.sitelocationpartnership.com](http://www.sitelocationpartnership.com)

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August 8, 2019

**RE: LETTER OF ENGAGEMENT**

James Coughlin  
Executive Director  
Camden County Joint Development Authority  
531 North Lee Street  
Kingsland, GA 31548

Dear James,

As we discussed, Site Location Partnership (SLP) is pleased to provide economic development services to assist the Camden County Joint Development Authority (CCJDA) with its efforts to attract new industry, investment, and jobs to Camden County, Georgia. SLP is prepared to commence work immediately upon engagement.

All service deliverables associated with SLP's Comprehensive Standard Program, as outlined below, will be provided over a 365-day period at the all-inclusive cost of \$9,975.

**I. TARGETED INDUSTRY PROSPECT DEVELOPMENT- 2 INDUSTRIES (600 total target companies)**

**Services Per Target Industry**

- Research, analysis, and determination of 300 target companies predicated by NAICS codes, geographic location, number of employees, annual revenue, credit rating, facility square footage, and relevant trigger events.
- Customized database including each company's appropriate C-level decision maker, contact information, industry classification, products/services, history, labor, financials, real estate, and related data.
- Development of a targeted marketing message/value proposition highlighting Camden County's most compelling locational advantages for the industry.
- Content copywriting, graphic design, HTML coding, and deployment of three promotional email broadcasts to the database.
- Real-time statistical reports tracking who opened the email campaign and the number of click-throughs to CCJDA's website and/or online marketing materials.
- Personalized outreach to targeted decision makers via telecommunication/email/LinkedIn.
- Conversing with targeted decision makers to promote the benefits of doing business in Camden County and determining if their company has prospective site location needs.
- Prospect summary reports detailing project requirements for all companies with expansion/relocation plans and an interest in the Camden County area.
- Corporate profile reports with business fact sheets/background information for all prospects.
- Facilitating introductory conference calls, videoconferences, and/or face-to-face meetings for CCJDA with interested prospects.
- Customer service activity reports and strategy review sessions.
- Access to all compiled data for CCJDA's internal usage as needed.

## **II. SITE CONSULTANT APPOINTMENT SETTING- 4 MEETINGS**

- Research, analysis, and determination of location advisors that specialize in corporate site selection on a national level and represent projects from industries ideally suited for Camden County.
- Outreach to targeted site selectors via electronic marketing, telecommunication, and personalized emails.
- Qualification of site selectors interested in learning more about the advantages of doing business in Camden County for corporate expansion or relocation.
- Coordination of face-to-face meetings for CCJDA with qualified site selectors at their business office, a local restaurant, or other convenient venue.
- Professional profile summaries overviewing the site selector's career summary, areas of specialization, clients represented, investment project assignments, education, designations, certifications, and professional affiliations – provided in advance for CCJDA's review.
- Opportunity to distribute marketing collateral, promotional items, and related materials to site selectors during each meeting.
- Email meeting requests sent to site selectors to confirm each appointment.

## **III. TRADE SHOW REPRESENTATION- 6 NATIONAL SHOWS**

1. GATS: Dallas, TX, 8/22/19 – 8/24/19
2. Pack Expo: Las Vegas, NV, 9/23/19 – 9/25/19
3. Fabtech: Chicago, IL, 11/11/19 – 11/14/19
4. Advanced Manufacturing Expo: Anaheim, CA, 2/4/20 – 2/6/20
5. MRO Americas: Dallas, TX, 4/28/20 – 4/30/20
6. IFT Food Expo: Chicago, IL, 7/12/20 – 7/15/20

### **Services per Show (regardless of whether CCJDA can attend)**

- Up to two expo badges/registration for the show.
- The ability to work from the SLP exhibit booth as a home base.
- Strong on-site marketing presence with SLP distributing CCJDA's promotional collateral to attendees from the booth and while walking the floor of the expo 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.

## **IV. SITE SELECTOR NETWORKING FORUM ACCESS- 6 EVENTS**

Forums held concurrently with each SLP trade show

### **Services per Event**

- Up to two invitations to attend.
- Site selector RSVP lists with professional profile summaries – provided in advance for CCJDA's 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.

## **V. WEB PROMOTION & EXPOSURE**

Hot Spot Listing/Microsite on SLP's website

### **Services**

- Directory listing with logo, contact information, and external links to CCJDA's website.
- Customized "Learn More" microsite/landing page with featured advertorial content, pictures, maps, properties, news, and outbound links to promote Camden County.

- Up to three press releases related to job-generating project announcements in Camden County – posted on SLP's News web page and submitted to an extensive online distribution network of 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 CCJDA's website.
- Prospect summary reports and corporate overview profiles for web inquiries with expansion/relocation plans.
- Statistical reports tracking all web hits and traffic driven to CCJDA's website – data compiled/verified by AWStats Analytics.

Submitted respectfully on behalf of the SLP team, we look forward to working with you to bring quality projects and jobs to Camden County.

Sincerely,



**Justin Thompson**  
Chief Executive Officer  
Site Location Partnership

**Attachments:**

Service Agreement



## SERVICE AGREEMENT

Between:

### SITE LOCATION PARTNERSHIP

### CLIENT

<b>Site Location Partnership (SLP)</b> 6021 Morriss Road, Suite 107 Flower Mound, TX 75028 Phone: 972-874-7483  <b>Contact:</b> Justin Thompson <a href="mailto:jthompson@sitelocationpartnership.com">jthompson@sitelocationpartnership.com</a>	<b>Camden County Joint Development Authority</b> 531 North Lee Street Kingsland, GA 31548 Phone: 912-729-7201  <b>Contact:</b> James Coughlin <a href="mailto:jmcoughlin@co.camden.ga.us">jmcoughlin@co.camden.ga.us</a>  <b>Product:</b> Comprehensive Standard Program  <b>Duration:</b> 12 Months
<b>Investment</b>	<b>\$9,975</b>

### TERMS & CONDITIONS:

1. **SERVICES.** SLP shall provide service deliverables ("Services") to Client as described in the attached Letter of Engagement.
2. **LENGTH OF AGREEMENT.** The term of this Agreement ("Term") shall be one year (365 days), commencing on the date of Client's signature below, and may be extended only by the written agreement of both parties.
3. **PROJECT FEE.** Client shall pay to SLP a one-time, all-inclusive fee of \$9,975 ("Project Fee") as full compensation for the entire project setup process, strategy implementation, and delivery of Services. The Project Fee is based on a fixed-fee pricing model, with no out-of-scope or hidden costs – providing for control, predictability, and transparency of expenses for Client. All expenses incurred by SLP in connection with providing Services are included and covered within the Project Fee.
4. **PAYMENT.** Due to the high-demand nature of SLP's business and time-sensitive delivery of its services, it is SLP's policy to collect full payment of the Project Fee upon engagement and before work can commence.
5. **TERMINATION.** Client shall have the right to terminate this Agreement upon thirty (30) days' prior written notice to SLP in the event that SLP has consistently failed to perform Services to Client's satisfaction; provided, however, that at SLP's option, the parties shall meet during such period in order to discuss SLP's failure to perform and, thereafter, SLP shall be provided with a thirty (30) day period within which to demonstrate that it will be able to consistently perform up to the standards set forth hereunder.
6. **PROCEDURE UPON TERMINATION.** In the event of termination by Client, SLP shall not retain the full Project Fee. Rather, a portion will be refunded to Client within seven (7) days of the termination date. This amount shall be equal to \$27.33 (\$9,975 Project Fee/365 days) per the total number of days remaining between the termination date and the Term end date.

The undersigned agree to the terms as stated and acknowledge that this Agreement shall be binding upon both parties.

**SLP REPRESENTATIVE:** Justin Thompson, CEO

 Date: 8/8/19

**CLIENT REPRESENTATIVE:** James Coughlin, Executive Director

\_\_\_\_ Date: \_\_\_\_\_

# SLP Client Announcement: California Firm Expands to Indian River County

**Vero Beach, Florida (November 20, 2018)** – Site Location Partnership (SLP), a Dallas-based site selection advisory firm, and The Indian River County Chamber of Commerce & Economic Development Office have announced that IMPAK Corporation is expanding its current operations into Indian River County. IMPAK Corporation is a California based company that produces specialty packaging.

IMPAK anticipates creating 30 new jobs by early 2020, including positions such as technical sales, production development, electronic assembly, and customer service. The company plans to keep its California operations to supply customers on the West Coast and in Southeast Asia. The newly announced Florida location will service customers along the U.S. East Coast as well as those in Europe and Latin America. The new location will also handle the manufacturing of heat sealing and vacuum packaging machinery.

“We are committed to being an outstanding Florida corporate citizen as well as improving our service to customers from Nova Scotia and New England to Puerto Rico and the Caribbean” states Kevin Cullen, IMPAK Corporation President. IMPAK has a long history of serving the biomedical/pharmaceutical, food, and technology industries with advanced barrier packaging, compatible sealing equipment and sorbent products to help protect packaged contents.

The Chamber’s Economic Development Office worked with company executives over the past several months, discussing plans and facilitating meetings with local organizations as potential resources for new employees. “We are excited to add yet another innovative corporate headquarters to our business community,” notes Helene Caseltine, the Chamber’s Economic Development Director. “This is a perfect fit for Indian River County as part of our overall strategy for economic diversification.

## **About IMPAK Corporation**

For over 20 years, IMPAK Corporation has provided innovative solutions for individuals and businesses with modified atmosphere packaging needs. With a full range of sorbent and flexible packaging products, including Mylar films and bags, standard and embossed poly vacuum bags, stand up bags, mini pouches, desiccants, oxygen absorbers, and thousands of sealer products and accessories, IMPAK can address even the most complex packaging challenges. Other services include prototyping and custom product development, custom laminations, custom printing, adhesive labeling, product packaging, and machine assessment and repair.

## **About Indian River County Economic Development**

With a quality of life unique even to Florida, Indian River County is where lifestyle and work style unite to create a highly productive and profitable environment. The Indian River County Chamber of Commerce is a county-wide organization representing the business community by providing services, benefits, and leadership for positive growth. The Chamber serves as the primary economic development organization, promoting the entire county including the cities of Vero Beach, Sebastian and Fellsmere.



**HARLINGEN, TEXAS** – Manufacturing company Poly SACHI Polymers, LLC signed an agreement Friday, May 17, 2019 to relocate their operations from Taylor, Texas to the Harlingen Industrial Park.

The company will occupy the 35,000-square-foot building located at 1314 Industrial Way by the end of the summer. The building is one of the few remaining vacant industrial buildings in Harlingen. This \$1 million investment will create 20 new jobs.

Poly SACHI Polymers is the parent company to PARI Olefins LLC, Winlon Food Liners, LLC, and Fibers & Yarn LLC. Each business manufactures types of polypropylene and polyethylene plastics used to make braided ropes, Zip Lock bags, and food service sheets.

The company president and owner, Haresh Sashithandandan, made the decision to relocate to Harlingen because of the proximity to the Mexico border. This will allow them to ship materials into Mexico faster and will help in the growth of their business.

Poly SACHI has projected sales to be approximately \$4.6 million in 2019, with sales estimated to increase in the following years.

“After searching for a new location to call home, we found that Harlingen and the Rio Grande Valley would be a great location for our growing company,” Sashithandandan added.

Poly SACHI may receive up to \$100,000 through a Job Creation Grant from the Harlingen Economic Development Corporation (HEDC), that will be given on an annual basis over the span of five years. In addition, the City entered into a non-annexation agreement with the company that provides a reduction on city taxes.

“We are in a perfect spot for industrial and manufacturing companies like Poly SACHI.” Michael Lamon, HEDC Board President, said. “We’re excited they have chosen to do business here in Harlingen.”

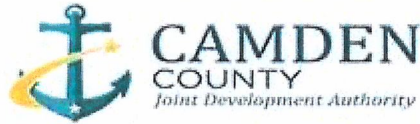
The City of Harlingen and HEDC have been in discussions with Sashithandandan for some time, all parties agree that this will be a great addition to the Harlingen Industrial Park.

“The HEDC continues to strive to bring higher-paying jobs in the industrial sector,” Raudel Garza, HEDC manager and CEO said. “Jobs like these will eventually lead to a better quality of life for our Harlingen residents.”

Media Release

## POST NAVIGATION

Major apparel and home good store, TJ Maxx is coming to Harlingen  
Harlingen Economic Development Corporation Attends Largest Wind Energy



## **Camden County Joint Development Authority**

### **Executive Director's Report**

**August 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 under purchase contract
  - Developer in regular communication as he assembles sub-developers for various aspects of the development.
  
- **St. Marys MEDS (former airport)**
  - Assisting city staff evaluating concepts from several developers
  - Met with potential developers in Atlanta last week
  - Met with potential developers in Jacksonville 2 weeks ago
  
- **Energy Project**
  - Met with energy prospect considering site in north county for energy production and distribution.
  - Authority would work with prospect and county to secure incentive package.
  - More details to come soon.

#### **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

Thursday, August 8, 2019

Kingsland North Center Conference Room

# Attendee Sign-In Sheet

(Please Print)

[illegible]

STATE OF GEORGIA

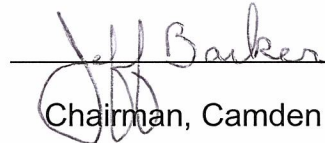
COUNTY OF CAMDEN

CLOSED MEETING AFFIDAVIT

AFFIDAVIT OF CHAIRMAN OR PRESIDING OFFICER

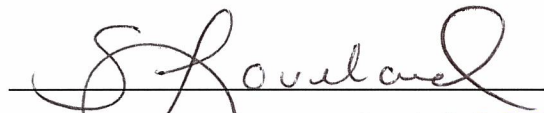
Jeff Barker, Chairman of the Camden County Joint Development Authority, being duly sworn, states under oath that the following is true and accurate to the best of his knowledge and belief.

The Camden County Joint Development Authority met in a duly advertised meeting on August 8, 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 8<sup>th</sup> day of August, 2019

  
\_\_\_\_\_  
Notary Public

