

Minutes of the Meeting of the  
Board of Directors of the Camden County  
Joint Development Authority  
January 21, 2011

The Board of Directors of the CAMDEN COUNTY JOINT DEVELOPMENT AUTHORITY held its regular meeting in the Camden County Annex Conference Room in Kingsland, Georgia on January 21, 2011 at 9:30 a.m. There were present and participating at the meeting the following Board Members: John McDill, Chairman; Pat Brown, Vice-Chairman; Gary Willis, Secretary/Treasurer; Jimmy McCollum; Stan Fowler; Louise Mitchell; George Hannaford; and John Morrissey. Also in attendance were; David Keating, JDA Executive Director; Shannon Nettles, JDA; Chris Daniel, Chamber of Commerce; Jeremy Mackey, P&A Engineering; Brent Green, County Attorney; Joel Hanner, Georgia Power; Sheila McNeil and Marty Klumpp, The Camden Partnership; and Zachry Veal, Beachview Tent Rentals and Royal Weaver .

The meeting was called to order by John McDill, Chairman of the Board of Directors of the Camden County Joint Development Authority, at 9:32 a.m.

### **Election of Officers**

County Attorney Brent Green called for nominations, at this Annual Meeting, of the Authority's Officers for 2011. Pat Brown nominated current Chairman John McDill as Chairman of the JDA, with a 2<sup>nd</sup> by Gary Willis. All members voted in favor of John McDill as Chairman. Chairman McDill then called for nominations for the Vice-Chairman and Secretary/Treasurer. Gary Willis nominated Pat Brown as Vice-Chairman, no discussion and all members were in favor to re-elect Pat Brown. Louise Mitchell then nominated Gary Willis as Secretary/Treasurer. There were no other nominations and all members were in favor of Mr. Willis as Secretary/Treasurer. Attorney Brent Green asked the Board to also reaffirm David Keating as Executive Director of the JDA for the record. Mr. Keating was reaffirmed with a unanimous vote. Brent Green's confirmation was also unanimous to continue on as the Authority's Attorney.

### **Amendments to Agenda**

- ❖ David Keating added the Georgia Tech study discussion to the agenda. Gary Willis made a motion to approve the amended agenda and Stan Fowler seconded. All members voted to approve the Amendment to the Agenda.

### **Adoption of Agenda**

Motion made by Pat Brown, seconded by Stan Fowler, no discussion, voted unanimously to adopt the Agenda.

### **Approval of the Minutes**

Motion made by Gary Willis, seconded by Pat Brown, no discussion, voted unanimously to approve the minutes of the Board Meeting on November 19, 2010.

## **Treasurer's Report**

Gary Willis, Secretary/Treasurer, presented the Treasurer's Report. Mr. Willis stated that the Audit was very good and the Authority's overall financial position is sound. Mr. Willis stated that our net assets increased due to land sales and lease income. Other expense on the budget for \$12,606 is additional paving costs required by the County (\$10,000) associated with Robert's Path Realignment and transaction costs (\$2606) associated with the land transfer with Mr. Richard Roberts.

Mr. Willis also stated we have a \$185,000 CD that is maturing January 24, 2011 at Ameris Bank.

A motion was made by Pat Brown, and seconded by Louise Mitchell, to accept the Treasurer's Report. Board voted unanimously to approve the Treasurer's Report.

## **Incentive Agreement**

David Keating stated that Camden County has benefitted greatly by new business growth in the last several months. He is pleased to announce another new company coming to our area, Beachview Tent Rentals. They currently have operations in both Jacksonville and Brunswick and wanted to consolidate in one central location. Beachview will be leasing 30,000 square feet in the Reads Moving and Storage Building and bringing approximately 50 positions to our workforce.

To facilitate this relocation, JDA crafted an Incentive Agreement that involves a \$125,000 low interest mortgage. This mortgage is to the building owner to fund construction of tenant improvements to meet the needs of Beachview. In addition, there is approximately a \$7000 infrastructure cost to bring utilities to the building. The loan agreement has already been executed by the Building's Owner, 1495 South 50<sup>th</sup> Street, LLC. The 2<sup>nd</sup> Mortgage will be funded by the mature CD at Ameris previously reported by the Treasurer.

Mr. Keating requested Board approval to execute this mortgage, subject to review by Attorney Brent Green. The document has been prepared by the JDA's Real Estate Counsel but it will also need to be reviewed by the JDA attorney.

Discussion followed regarding the amount of the 1<sup>st</sup> Mortgage, Title search only and the value of the building. The loan is a 60 month loan at 3% interest with the principal due upon maturity or at the time of sale of building. A motion was made by Mr. Willis to proceed with the Incentive Agreement, mortgage and other costs to facilitate the Beachview relocation, seconded by Jimmy McCollum and a brief discussion followed. The motion was unanimously approved.

David Keating introduced Zac Veal, part owner of Beachview, to discuss briefly the company and their move to our area. Mr. Veal thanked all the Board Members for voting on the Incentive Agreement. Beachview focuses on tent/party rentals, weddings and disaster relief from Delaware to Galveston and everywhere in between. Beachview hopes to be in as soon as they have a permit. They have the plans already and are looking forward to moving forward as quickly as possible. Salary range is anywhere from \$8-9/hr to \$80,000 with lots of overtime.

### **Authorization for Chairman to negotiate and secure JDA vehicle**

A 4WD vehicle is needed for the Authority to traverse the Industrial Parks, Altamaha Technical College site, Eagle Bluff, etc. and carry people to these locations. It was stated that the billboard funds will be available at the end of the summer since the JDA will not be renewing the billboard. That would be approximately \$900/mo. A motion is made by Stan Fowler and seconded by Louise Mitchell to authorize Chairman McDill to begin the search for a JDA vehicle.

### **Clearing/grassing of remaining sites in Industrial Park**

The City of Valdosta showed some of our touring Board Members how they clear cut their Industrial Parks and grassed them so that prospects could just drive right up to them and picture their business on the land. Mr. McDill suggests we do the same at our Industrial Park as it would be a benefit to the CCIP. Brent Green suggests we contact Lannie Brandt with Solid Waste to get assistance with this project. The timber on the land could possibly pay for all or some of the project. The budget would not be increased to complete this task, as funds would come from our existing accounts. A motion is made by Gary Willis and seconded by John Morrissey to clear/cut the remaining sites at the industrial park. The motion passed unanimously.

### **Georgia Tech Study**

David Keating stated that the 1<sup>st</sup> phase of the Georgia Tech study has arrived. Each Board Member has a copy. Please review at your leisure so we can discuss more in depth at our next meeting. Mr. Keating states that this was the 1<sup>st</sup> time Georgia Tech had tackled a project like this. He briefly explains the study and points out how to read it. David hopes this study will help us in targeting specific companies to come to our area.

### **Executive Director Report**

- Shannon was given the task of developing a folder and marketing ideas for those folders to hand out to prospects, especially those brought to our attention by the Georgia Tech study. These folders have both the JDA information on them as well as the Chamber of Commerce's information so that we might send out a uniform packet on our area. The front of the folder focuses on our area industries and the back on the Quality of Life here in Camden. Pat Brown also suggests we look into adding a CD to our packet.
- Altamaha Technical College update: Governor Deal does not currently include the funding of the ATC project in his budget. ATC is # 2 on the list. County representatives, including the JDA, will be attending the Atlanta Fly-in to lobby for funding for this important Camden County Project. Mr. Keating also states that while in Atlanta, the JDA will put on a Lunch & Learn for area Project Managers at the Georgia Power Resource Center. Attendance looks promising.
- A local Broker has approached us recently to ask for protection for a prospect they have who is interested in some land in the Industrial Park. The JDA will provide a 5% commission to this broker should the prospect purchase land in the industrial park.

- John McDill, along with David, and several other Board Members will be meeting with Commissioners soon to discuss the future of Camden County and growing our industrial base. David encouraged as many Board Members as possible to come and sit in on these meetings. Attorney Green states that the JDA might want to include budget discussions prior to the Commissioner's voting on a preliminary budget. David and John discuss with the Board what the proposed talks will revolve around, including specific figures from other areas and what their budgets entail.

**Open Discussion**

Royal Weaver speaks of the recent Georgia Academy of Economic Development and who attended from the area. He recommends to the Board that anyone who has never attended should make an effort to go to this Academy. It is a great networking forum, which involves very useful training and usually occurs in the Fall with a cost of approximately \$195.

Christine Daniel, Chamber of Commerce President, states that the Trident Coast was awarded a \$350,000 Regional Grant from the State of Georgia Workforce Development. The Trident Coast, for grant purposes, will include the counties of Camden, Charlton, Brantley, Glynn, McIntosh and Wayne. The grant is a Defense related grant.

Sheila McNeil would like all of our Board Members to come to the reception honoring newly elected officials that will be held in St. Marys. She also would like us to attend the February 1<sup>st</sup> speaking engagement of Vice-Chief of Naval Operations, John Greene. He is one of 4 candidates being looked at for the position of Chief of Naval Operations.

**Adjourn**

Motion was made by Gary Willis, seconded by Louise Mitchell, voted unanimously to adjourn the meeting.

**CAMDEN COUNTY JOINT DEVELOPMENT AUTHORITY**

By: \_\_\_\_\_  
Chairman  
(Seal)

By: \_\_\_\_\_  
Secretary  
(Seal)

By: \_\_\_\_\_  
Notary  
(Seal)