

**Minutes of the Meeting of the
Board of Directors of the Camden County
Joint Development Authority
September 16, 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 September 16, 2011 at 9:30 a.m. There were present and participating at the meeting the following Board Members: John McDill, Chairman; Gary Willis, Secretary/Treasurer; Jimmy McCollum; Stan Fowler; Louise Mitchell; George Hannaford; Keith Dixon and John Morrissey. Also in attendance were; David Keating, JDA Executive Director; Shannon Nettles, JDA; Chris Daniel, Chamber of Commerce; Joel Hanner, Georgia Power; Renee Coakley, St. Marys Downtown Development Authority, Sheila McNeill, The Camden Partnership; Alyce Thornhill, GDEcD, Jeremy Mackey, Privett & Associates; Faith Copeland-Pittman, DOL; Donald Masisak, Coastal Regional Commission; Mark Beavers, Tribune & Georgian 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 9:30 a.m.

Introduction of New Board Member

Keith Dixon

Executive Committee Vacancy

Gary Willis nominated Stan Fowler to the Executive Committee. Louise Mitchell voted to close the nominations. No discussion. Board voted unanimously to approve Stan Fowler.

John McDill nominated Gary Willis to take over the Vice-Chair position occupied previously by Pat Brown. John Morrissey seconds the motion. Board unanimously approves motion.

Amendments/Adoption to Agenda

Gary Willis makes a motion to amend the agenda to include discussion of the landscape bid at the Industrial Park. George Hannaford seconds the motion. Board votes unanimously to approve.

Approval of Minutes

Motion made by Gary Willis, seconded by Stan Fowler, no discussion, voted unanimously to approve the minutes of the previous Board Meeting.

Treasurer's Report

Gary Willis stated the FY 2010-11 figures closed out under budget at approximately \$3000. In addition, the JDA is now receiving a monthly \$9200.00+ appropriation from the County, instead of the former, cumbersome reimbursement system. The Auditor is due in at the end of September. Motion made by Stan Fowler to accept the Treasurer's Report, seconded by George Hannaford. Board voted unanimously to approve Report.

Spec Building Update

Initial screening of application for the OneGeorgia Authority Grant for a new spec building has been pre-approved. The final application status and review is underway. The State has requested two additional items- 1) Market Feasibility Study via the CRC and Don Masisak and 2) An Engineer cost estimate for the project. Jeremy Mackey with Privett & Associates prepared a 3D rendering of the proposed 30,000 square foot building on Industrial Drive and presented to the Board. Discussion follows on specifics of building types and variation on costs. The cost of a shell concrete spec building is estimated by the JDA Engineer at \$1.3 Million, with an additional \$525k to finish out the building to full completion. In the future, once bid costs are known, the Board can make a better determination of whether to proceed with a concrete or metal building based on cost per each type of building.

Motion made by Gary Willis to submit a tilt building versus a metal building in the application. Stan Fowler seconds motion and it is voted unanimously to approve motion.

Global Aire Americas Incentive Approval

Global Aire has begun process of moving into the old bag plant in St. Marys. An incentive agreement has been crafted with the company, in consultation with Chairman McDill. The JDA has agreed to assist them with accessing all applicable tax income credits that are available in the State of Georgia, help Global Aire connect with some federal and state grants for equipment purchase, and assist them in linking with the City of St. Marys Facade grant program. The Georgia Department of Labor will also help them screen for qualified applicants and Global Aire will be a participant in the upcoming Job Fair.

The JDA would like to offer them along term incentive to perform and grow/expand by offering them 10 acres in the Camden County Industrial Park if they employ 200+ people within 3 years for the consideration of \$1/acre. The JDA is not offering any short term incentives, just a long term incentive that is tied to the company's future performance and job creation. The particular location of the ten acres is not currently set at a specific area in the park. Gary Willis makes a motion to this effect, Louise Mitchell seconds and the motion carries unanimously.

Competitiveness Initiative Update

Meetings continue to take place for the Economic Development Presentations. An Economic Summit is being planned for all local economic development professionals, board members and city councils. This event will take place Thursday, October 6 at the North Center in Kingsland, 8am-Noon. Joy Wilkins, with the UGA Fanning Institute will facilitate this 1st Economic Summit. There is a cost of \$3000 associated with this event. The intent is to have all the local cities and Economic Development entities share the cost involved. Mr. Keating requested the Board approve for the JDA to spend from \$500-1,000 on this 1st meeting. Gary Willis made a motion to spend no more than \$1000 on this meeting and John Morrissey seconds the motion. The Board votes to unanimously approve motion.

Linda Mosely with Great Southern Publishers gives a presentation concerning Brand Logos and how we can possibly partner with the Chamber and Camden Partnership on developing a unified front in our websites, logos and branding for Camden County. Ms. Mosely shows how professional marketing can make such a huge impact on Community Wide branding. Board shows interest and support for a new marketing project for the JDA.

Mill Site & Hydrographic Survey

Each Board Member has 2 estimates in front of them for the hydrographic survey of the waterway in front of the Mill Site. The JDA needs survey data to provide to prospects interested in the site. Thomas & Hutton and Hussey, Gay, Bell & DeYoung, Inc. have each submitted an estimate. The Thomas bid is at 200 foot intervals

across the waterways, at low tide with a price of \$9500. The Hussey estimate is higher in price at \$9820 but with 250 foot intervals. The costs of Survey would be split 3 ways between the JDA, Site Trustee and the City of St. Marys/DDA. Discussion ensues regarding both bids and the wording of each bid. Board needs clarification on each bid, data presentation of results and whether survey will be acceptable to the Army Corp of Engineers.

Executive Director Report

- **Strategic Plan Update**-The JDA has 4 main goals: Promotion & Awareness, Business Retention & Expansion, Industry Recruitment and Entrepreneurial Incubation. Mr. Keating explains that there are strategies for each goal and he describes those for each. Overall, we are moving forward and keeping very busy.
- **JDA Current Projects**- Several inquiries have come in but lack of building space remains a serious concern. Other confidential projects are ongoing.
- **Industrial Market Study**- 2nd Annual Study has been published. Vacancy rate has dropped. Andy Perkins, former intern, gathered data for study and completed before his return to College.

Carter Landscape Bid

Shannon Nettles presented the results of the Bid Selection process for Landscaping at the Camden County Industrial Park. Six companies submitted bids and Carter Land Services presented the lowest price at \$2535.80/year, even lower than what we paid them last fiscal year. Gary Willis made motion to accept bid, Jimmy McCollum seconded. Board voted unanimously to approve Carter Land Services for 2011-12 Fiscal Year.

Executive Session

Motion made by John McDill, and seconded by Gary Willis, no discussion, voted unanimously to go into Executive Session.

* Land Acquisition

John McDill stated that no decisions were made during executive session.

Motion made by Gary Willis, seconded by John Morrissey, no discussion, voted unanimously to come out of Executive Session.

Adjourn

Motion was made by George Hannaford, seconded by Jimmy McCollum, voted unanimously to adjourn the meeting at 11:35am.

CAMDEN COUNTY JOINT DEVELOPMENT AUTHORITY

By: _____
Chairman
(Seal)

By: _____
Secretary
(Seal)

By: _____
Notary (Seal)