



**SEDA Board of Directors Meeting
Agenda
Tuesday, February 8, 2022
10:30 AM**

- | | |
|---|-----------------|
| I. Call to Order | Hinchey |
| A. Recognize new board members | |
| II. Action Items | Hinchey |
| A. Approval of Minutes from December 14, 2021 Board Meeting | |
| B. Approval of November and December 2021 Financials | |
| C. Approval of REBA Inducement Resolution for Project Igneo | |
| D. Approval of Second Harvest IGA Amendment | |
| III. President's Report | Tollison |
| IV. Executive Session | Hinchey |
| V. Comments for the Good of the Order | Hinchey |
| VI. Adjourn | Hinchey |

**** Next scheduled board meeting is March 8, 2022.**

PROPOSED MINUTES
Savannah Economic Development Authority
Board Meeting
December 14, 2021
10:30 AM

PRESENT

Board of Directors: Bill Hubbard, Cheri Dean, John Coleman, Joyce Roche, Kal Patel, Kay Ford, Karen Bogans, Kevin Jackson, Paul Hinchey, Quentin Marlin, Steve Green, Truitt Eavenson

Board of Directors on Phone: Greg Parker, Nina Gompels

SEDA Employees: Trip Tollison, Beth McLaughlin McDonald, Angela Hendrix, Jennifer Collins, Morgan Ferguson, Jessie Jenkins, Jen Bonnett, Beth Nelson, Antwone Smoak, Leigh Ryan, Jesse Dillon, Leia Dedic, Leigh Acevedo, Mark Sprosty, Liz Ely, Yvonne Wilemon

Guests: Greg Marini, Leon Davenport, Alyce Thornhill, Taylor Kielty, Yvonne Long, Gill Werntz, David Paddison, Bart Gobeil

Counsel: Jon Pannell

CALL TO ORDER

Chairman John Coleman called the meeting to order at 10:30 a.m. He then asked Beth McLaughlin McDonald if there was a quorum present to which she responded yes. He then asked Beth McLaughlin if the meeting was posted, and the media notified in accordance with the Georgia Open Meetings Law. Ms. McLaughlin responded yes.

ACTION ITEMS

A) Approval of Minutes from November 9, 2021

Mr. Coleman asked if there were any comments on the proposed minutes from the November 9, 2021 Board Meeting that were uploaded to BoardEffect, and email notification was sent to board members on Tuesday, December 7, 2021. There were no comments.

MOTION was made by Kevin Jackson to approve the minutes of the November 9, 2021 Board Meeting. The motion was seconded by Kay Ford. The board approved the minutes by unanimous vote.

B) Approval of October 2021 Financials

Mr. Coleman asked if there were any comments on the October 2021 Financials that were uploaded to BoardEffect, and email notification was sent to board members on Tuesday, December 7, 2021.

Mark Sprosty shared the following details: The Statements of Assets, Liabilities & Net Assets (equivalent to a Balance Sheet) remains strong. Cash balances in October are slightly lower than September. We received funds from developers for the West Chatham Water and Sewer project in Bloomingdale. We have not yet had to borrow on the GEFA loan. Investments gained back what was lost in September.

On the Statements of Revenues & Expenses, the Net Ordinary Loss is due to film incentives but is less than the budgeted loss for the month. Overall, we ended with a Net Income including the investment gains. YTD Net income at year end is expected to be less than Octobers YTD Net Income.

The Financial Statements remain in good order.

MOTION was made by Kal Patel to approve the October 2021 financial statements. The motion was seconded by Joyce Rocheø The board approved the financials by unanimous vote.

C) Nominating Committee Report

Mr. Coleman notified the Board that SEDAø Board of Directors has one SEDA appointed opening as of January 1, 2022. The SEDA Nominating members of the board were appointed at the November meeting, and their charge is to nominate one individual who is willing to serve on the SEDA board. Today, the nominating members bring forward for board approval the re-appointment of Reed Dulany to a new five-year term. Reed has been a great member of our board, and we are delighted that he is willing to serve another five years.

MOTION was made by Paul Hinchey to approve the SEDA Nominating Committee Report. The motion was seconded by Steve Green. The board approved the resolution by unanimous vote.

Mr. Coleman stated the nominating members of the board would also like to make the following board officer recommendations for board approval today ó these SEDA officers will serve a two-year term, January 2022 through January 2024:

Paul Hinchey - Chairman
Kay Ford - Vice Chairman
Kal Patel - Secretary/Treasurer
John Coleman - Past Chairman

MOTION was made by Joyce Rocheøto approve the appointments of the SEDA officers. The motion was seconded by Bill Hubbard. The board approved the resolution by unanimous vote.

D) Approval of President/CEO and Assistant Secretaries as Authorized Signatories for 2022 – 2023

Mr. Coleman stated the next resolution will appoint Beth McLaughlin McDonald and Mark A. Sprosty as Assistant Secretaries for SEDA and authorizes the President and CEO with all the powers and responsibilities to execute all documents for the term of the appointed officers for 2022-2023.

MOTION was made by Paul Hinchey to approve the resolution to make the appointments and authorization. The motion was seconded by Steve Green. The board approved the resolution by unanimous vote.

E) Approval of Financial Signatories Resolution for 2022 – 2023

Mr. Coleman asked the board to approve a resolution approving the president and executive committee members to be signatories on behalf of the Savannah Economic Development Authority as required by financial institutions.

MOTION was made by Steve Green to approve the resolution to appointment signatories. The motion was seconded by Karen Bogans. The board approved the resolution by unanimous vote.

F) Approval of World Trade Center Savannah Nominating Committee Report

Mr. Coleman stated that the WTCSavø Board of Directors has seven openings as of January 1, 2022. WTCSavø bylaws require the SEDA board to also vote on the World Trade Center Savannah board seats. The Executive Committee recommends the following for reappointments: Joyce Roché, Dr. Joseph Silver, and Willie Seymore for Chatham County.

Additionally, WTCSav recommends Wilson Burns of Effingham County, Malissa MacKay of Effingham County, Kate Karwacki of McIntosh County, and Marty Hogan of Chatham County for appointment to the board.

MOTION was made by Steve Green to approve the WTCSav Nominating Committee Report. The motion was seconded by Kay Ford. The board approved the resolution by unanimous vote.

G) Approval of Westside Drainage Study

Mr. Coleman called on Trip Tollison to present to the board the Westside Drainage Study plans.

Mr. Tollison reminded the Board that previous in-depth Westside Drainage discussions occurred at both the Board Retreat as well as the last board meeting. Thomas & Hutton has been hired to create the scope of the development needs. SEDA will finance the study, through use of SPLOST funds, but will only be a spectator with the county and other municipalities involved. If funding for the study is approved, SEDA will run the RFP. Jon Pannell recommended adding verbiage that it will not be required to choose the òcheapest.ö SEDA requests no more than \$400k for the study.

MOTION was made by Kevin Jackson to approve the Westside Drainage Study with SEDA contributing up to \$400,000. The motion was seconded by Kay Ford. The board approved the resolution by unanimous vote.

PRESIDENT'S REPORT

At this time, Mr. Coleman turned the meeting over to Trip Tollison.

A) 2021 Year Highlights

See attached 2021 Highlights

B) 2022 Business Plan and Budget

See attached Business Plan
See attached Budget

C) 2022 Board Meeting Dates and Executive Committee Meeting Dates

See attached Meeting Dates

ACTION ITEMS (continued)

H) Approval of 2022 Business Plan

Mr. Coleman stated that we will have two separate votes to approve the 2022 SEDA Business Plan and to vote to approve the 2022 SEDA Budget.

MOTION was made by Joyce Rocheø to approve the 2022 Business Plan. The motion was seconded by Paul Hinchey. The board approved the minutes by unanimous vote.

I) Approval of 2022 Budget

MOTION was made by Kay Ford to approve the 2022 Budget. The motion was seconded by Quentin Marlin. The board approved the minutes by unanimous vote.

EXECUTIVE SESSION

Mr. Coleman stated there was a need to go into Executive Session to discuss real estate matters.

MOTION was made by Kal Patel to move into Executive Session to discuss real estate matters. The motion was seconded by Kay Ford. The board approved the motion by unanimous vote.

MOTION was made by Steve Green to move out of Executive Session. The motion was seconded by Kevin Jackson. The board approved the motion by unanimous vote.

FOR THE GOOD OF THE ORDER

There being no further business, the meeting was adjourned.

Respectfully submitted,



Mark A. Sprosty
Assistant Secretary

2021 Numbers & Highlights

Business Development

As of 12.14.21

Economic Development Outcomes



14 Expansions/Announcements



1,870 New Job Opportunities



\$782,985,494 Capital Investment

Business Attraction



105 New Projects



71 Prospect Visits

Includes business attraction, business expansion and retention and innovation and technology.

NEWS

Amazon fulfillment center on tap for Chatham County's Pooler megasite

Katie Nussbaum Savannah Morning News
Published 4:02 p.m. ET May 7, 2021 | Updated 4:53 p.m. ET May 7, 2021

[View Comments](#)

An Amazon fulfillment facility promising 1,000 jobs and upwards of \$250 million in investment has been announced for the Chatham County Development Site, better known as the Pooler megasite and located at the northeast corner of Interstate 95 and Interstate 16. Georgia Gov. Brian Kemp announced the plans on Friday.

Originally part of the City of Pooler, the 1,900-acre site was de-annexed to become part of unincorporated Chatham County in 2017.

New bioplastics plant coming to Savannah, bringing 100-plus jobs with it

NANT Renewables will build the new plant at SeaPoint Industrial Terminal Complex

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Updated: 1:24 PM EDT Sep 17, 2021

Infinite Scroll Enabled

Dave Williams
Reporter

MANUFACTURING PLANT HIRING SPREE
NANT RENEWABLES BUILDING NEW SITE IN SAVANNAH

NEW ON

Business Development

As of 12.14.21

Lead Generation Activities



134 Local/Regional/State Networking & Outreach



18 Consultant/Broker Outreach



14 In Person Conferences & Tradeshows



Business Development

As of 12.14.21

Existing Industry & Workforce Initiatives



83 Existing Industry Visits



324 Referrals



54 Local/Regional/State Meetings



One Economic Development for Educators



Business Development

- “ Every dollar invested and every retained or new job that SEDA helped facilitate. Includes 1,870 new job opportunities created, \$782,985,494 million in investment.
- “ The highest investment announcement in SEDA’s recorded history.
- “ The highest number of new projects in SEDA’s recorded history.
- “ The highest number of prospect visits in SEDA’s recorded history.
- “ The third-highest jobs announcement in SEDA’s recorded history.
- “ Purchase of the Bryan County Mega Site by the Savannah Harbor-Interstate 16 Corridor Joint Development Authority.

Business Development

- “ Formation of the Savannah Logistics Innovation Corporation.
- “ Facilitated the second annual class of Economic Development for Educators.
- “ Continued success of the Savannah Technology Workforce Incentive that reimburses individual moving expenses for qualified technology workers located outside of Chatham County. 22 applicants have qualified for the incentive through September 2021.
- “ Rangeforce, a cybersecurity training company, located to Savannah and created 45 new job opportunities.
- “ Menther, a technology cross-generational community and digital platform, relocated to Savannah.
- “ Plug and Play commits to open office in Savannah in January 2022.

World Trade Center Savannah

As of 12.14.21

Economic Development Outcomes

 \$230,092* Partner/Sponsor Revenue

 \$221,212 Foreign-Trade Zone Revenue

*Includes City of Savannah

WTCSav Services Outcomes

 54 Trade Service Projects

 485 Trade Service Hours

 Nine Inbound & Outbound Delegations



World Trade Center Savannah

- “ Hosted the second annual Prosperity Through Trade Luncheon, with 500 attendees from across Southeast Georgia, featuring financial journalist and best-selling author Ron Insana.
- “ Recognized Dorel Home Furnishings of Bryan County as the 2021 WTCSav International Business of the Year winner.
- “ World Trade Center Savannah Board President re-elected to the World Trade Centers Association Board of Directors and Executive Committee.
- “ Led two delegations to Ireland in partnership with the Georgia Department of Economic Development and Georgia Southern University, continuing to expand TradeBridge, and shepherding Irish business partnerships with Enterprise Ireland and the counties of Wexford, Carlow, Kilkenny, Tipperary and Waterford.
- “ Provided value and services to 15 southeast Georgia counties to support economic development authority partners as well as the City of Savannah as our Founding Investor.

World Trade Center Savannah

- “ Hosted seven inbound business-focused delegations, including the Invest Quebec Virtual Trade Mission featuring nine companies, which resulted in 52 regional business matchmaking meetings.
- “ Managed 54 trade service projects for partners, prospects, and other World Trade Centers to advance business interests and promote international trade.
- “ Offered 15 Global Business Education Programs & Events with 251 participants.
- “ Assisted the first yacht center in Georgia to join U.S. Foreign-Trade Zone 104.
- “ Leveraged World Trade Centers Association network to expand target country relationships, collaborate on Global Education Programs and facilitate trade missions.

Savannah Regional Film Commission

As of 12.14.21



\$113,148,372 million direct spend



88 Professional Productions



95 Location Packages

- Savannah Regional Film Commission Named Outstanding Film Commission by Location Managers Guild International.
- Savannah Regional Film Commission launched a new website.
- Renewal of the Savannah Entertainment Production Incentives.
- Named by MovieMaker magazine the 2021 4th “Best 10 Small Cities and Towns to Live and Work as a Moviemaker.”



Marketing

- Completed personalized prospect-built marketing materials including two websites, video and digital RFI.
- Produced the following videos: “Made in Savannah” manufacturing, eight Annual Meeting profiles, Savannah Chatham Manufacturing Center, Logistics Innovation Center and World Trade Center Savannah 10th anniversary.
- Planned and coordinated with Georgia Economic Developers Association to plan and execute Spring Conference.
- Produced updated SEDA PowerPoint presentation, SCSMC mailer, Savannah Logistics Innovation marketing materials, St. Patrick’s Day mailer, SEDA Thanksgiving mailer, WTCSav Thanksgiving mailer and 2020 annual report.



Research, Strategy and Partnerships

- “ Responded promptly to 21 formal project RFIs.
- “ Completed specific prospect-built marketing materials that included two websites and digital RFI.
- “ Completed quarterly Cost of Living Index (COLI) pricing which represents Savannah in Council for Community and Economic Research’s publication.
- “ Completed the 1st phase of funding from the Workforce Initiatives Fund:
 - “ 53 Childcare Facilities Receive Mini Grants
 - “ 1,700 Students served
 - “ Increase in Quality Rating 41% (2019) to 64% (2021) to 74% (projected 2022)
- “ Initiated a OneGeorgia grant in the amount of \$500,000.



Finance, Property and Administration

- “ Conducted by independent accounting firm a clean audit of 2020 Financial Statements.
- “ SEDA Board of Directors retreat.
- “ Moved offices to 906 Drayton Street.



SEDA

- “ Savannah Named #1 Top Metro by Total Projects & by Projects per Capita by *Site Selection* magazine.
- “ Savannah named 5th in the top 25 American Cities of the Future by FDI Intelligence.
- “ SEDA awarded 2021 McKinley “Mac” Conway Award for Excellence in Economic Development for the 3rd Year in a Row by *Site Selection* magazine.





2022 Business Plan





Our Mission

To help create, grow and attract
new job opportunities and
investment in the Savannah region.

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4. | Marketing
5. | Strategy, Research, Grants & Partnerships
6. | Finance, Property & Administration



Business Development

01.




Business Development

Business Retention and Attraction efforts are the primary responsibilities of SEDA's team. It is crucial that SEDA support and serve the existing business community, as their satisfaction and success is a leading indicator for those who we seek to recruit. Efforts for both retention and attraction should focus on listening to and meeting client needs and delivering exemplary customer service in all venues.



Business Development

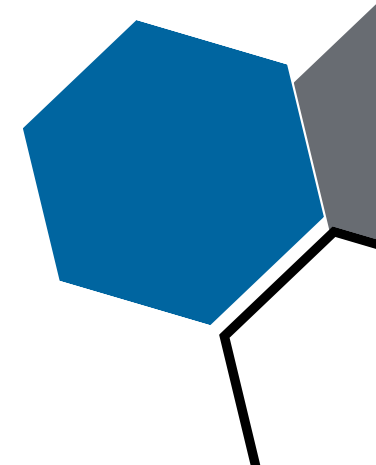
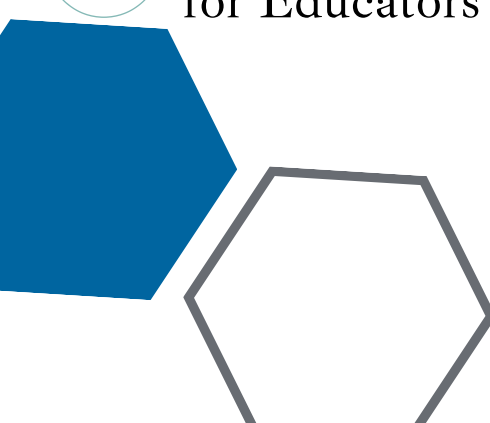
Economic Development Outcomes

	2021 Actual <small>*as of 12.14.2021</small>	5 year average (2016-2020)
 Expansions/Announcements	14	16
 New Job Opportunities	1,870	1,302
 Capital Investment	\$782,985,494	\$354,163,186

Five-year average includes business attraction, business expansion and retention and innovation and technology.

Existing Industry & Workforce Initiatives

	2021 Actual <small>*as of 12.14.2021</small>	2022 Target
 Existing Industry Visits	83	85
 Referrals	324	330
 Local/Regional/State Meetings	54	55
 Economic Development for Educators	1	3






Business Development

Business Attraction

	2021 Actual <small>*as of 12.14.2021</small>	5 year average (2016-2020)
 New Projects	105	77
 Prospect Visits	71	53

Lead Generation Activities

	2021 Actual <small>*as of 12.14.2021</small>	2022 Target
 Local/Regional/State Networking & Outreach	134	140
 Consultant/Broker Outreach	18	20
 In Person Conferences/Tradeshows	14	15



Business Retention and Expansion

- Serve as the local connection for existing industries through face-to-face meetings. Identify opportunities and challenges that SEDA can help address, especially as it relates to business retention and growth.
- Collaborate with local, regional and state organizations to provide a customized response for a solution to individual business' needs.
- Represent SEDA through participation in or facilitation of local, regional and state working groups, boards and/or committees. SEDA's BRE team will raise awareness of industry challenges and address unique solutions to workforce, permitting, supply chain, community and expansion issues.
- Increase the number of partners and the depth of services available to established businesses.
- Increase number of communications shared with industry contacts, serving as a reminder of how SEDA's BRE can support individual companies.



85 existing industry visits



300 referrals



50 local, regional, statewide meetings

Workforce Initiatives

- Focus on creating or strengthening business partnerships between employers and our K-12 school system.
- Work with partners to explore solutions to industry-wide concerns such as retention of workforce, automation, transportation and training.
- Promote business education partnerships, GIFT, apprentice programs and other community and/or SEDA-led initiatives through speaking engagements/sponsorships in the community.
- Work with marketing to generate BRE content.
- Identify and visit cities that operate highly functioning Workforce Innovation and Opportunity Act boards and other training programs where we could learn and implement best practices.
- Host Economic Development for Educators annually, in partnership with Savannah Chatham County Public School System.
- Promote and advocate for early learning initiatives, like the East Savannah United project, Workforce Initiatives Fund and other initiatives.



Host Economic Development for Educators

Business Development

Lead Generation

- Continue to build strong relationships with statewide economic development project managers, site selection consultants and local, regional and national real estate brokers.
- Host two familiarization tours to target site consultants, brokers and state-level project managers:
 - Savannah Music Festival
 - Summer Boats and Bananas
- Explore participation in a regional (Savannah Harbor JDA, South Carolina Alliance & GPA) proactive lead generating effort to continue to attract companies from areas we consistently have success, i.e., California.
- Subscribe to LinkedIn Pro to help generate new attraction and expansion leads for Chatham County.
- Promote Savannah to targeted industries through participation in industry-specific tradeshows, conferences and events as well as customized communication efforts:
 - Industrial Asset Management Council (Spring and Fall)
 - Site Selectors Guild Annual Conference
 - NextGen Talks
 - Georgia Logistics Summit
 - Georgia Economic Developers Association (Spring and Fall)
 - International Economic Development Council Conference
 - National Business Aviation Association
 - SEUS Japan
 - SEUS Canada
 - Southern Economic Development Council Annual Conference and Meet the Consultants
 - Consultant Connect ECONOMIX
 - Women in Economic Development Conference
 - Area Development Consultants Forum
 - Advanced Economic Development Leadership
 - Select USA



110 local, regional and state networking outreach opportunities



15 consultant & broker outreach opportunities



Host two targeted familiarization site tours



Attend 12 conferences & tradeshows

Business Development Support Services

- Develop and maintain a database of relevant community information including available properties, demographics, workforce data and other information pertinent to Savannah's competitive advantages.
- Continue to strengthen SEDA's business development incentive offerings by outlining potential programs, updating guidelines and exploring meaningful opportunities to further incentivize business outside of property tax abatements.

- Promptly respond to project Requests For Information and client/partner needs and request.



Promptly respond to project RFI's

- Create a local checklist for Foreign Direct Investment projects in Chatham County.

- Coordinate with research department to perform fiscal impact analyses on active final-stage projects.



Perform fiscal impact analyses on active final-stage projects

- Continue to attend programs and conferences that allow staff opportunities to continue their education and knowledge of economic development.

Regional Business Development

- Continue promotion of the Savannah Harbor JDA with Chatham, Bulloch, Bryan and Effingham. Continue participation with the Greater Savannah Regional Alliance and Greater Georgia.



Savannah Harbor JDA Mega Site marketing

- Host regional familiarization tour for site consultants to the Savannah region in conjunction with the Savannah Harbor JDA.

- Promote the recently acquired Savannah Harbor JDA Mega Site through marketing and business development efforts.

Product Development

- Savannah Chatham Manufacturing Center
 - Host GDEcD and/or site selectors with focus on Savannah Chatham Manufacturing Center.
 - Ensure the successful recertification as a GRAD site.
 - Continue to market the SCMC to targeted audiences.
- Support the Savannah Harbor JDA in the site due diligence at the regional Savannah Harbor JDA Mega Site to proactively prepare for prospects.
- Support the SEDA Board of Directors' decision regarding the further development of Site 8 in Crossroads Business Center.
- Support the development of Rockingham Farms Industrial Park interchange.
- Assist in West Chatham/Bloomingdale product development through the extension of water and sewer service support growth along the Jimmy DeLoach Connector.
- Support and contribute to the Savannah MSA West Chatham Master Drainage Study.
- Aerospace Manufacturing Industry
 - In coordination with marketing, develop and execute strategy targeting the aerospace industry.
 - Develop incubator to attract aerospace suppliers by presenting a soft-landing location in Crossroads Business Center.
- Develop additional materials to illustrate the industrial assets in Chatham County.



**Aerospace
manufacturing
strategy**



**Develop
aerospace
incubator**

Business Development Marketing

- Help create and collect shareable content including testimonials, stats, etc. for marketing.
- Develop content to visually demonstrate the success of local employers and educators.
- Develop an internal Chatham County marketing plan to retain talent and target individuals vacationing in Savannah.
- Support marketing to proactively generate content for K-12 and university educational institutions.

Innovation & Technology

For some of our key focus industries, Savannah is still growing the “eco-system” to support these industries. Eco-system building is a combination of facilitating education and social programs, collaboration and storytelling. We do so by supporting partner organizations to do the “heavy lifting” in two key industries:

- Creative Technologies
- Logistics and Advanced Manufacturing Technology/Innovation

SEDA will support this activity through its continued sponsorship of the Creative Coast (TCC) by maintaining an active board seat on TCC and fund TCC at an appropriate level to be meaningful and develop appropriate programs.

- The Creative Coast programs include:
 - Eco-system meetings and guide
 - Entrepreneurship programs such as Idea Accelerator Bootcamp, lunchtime topics, etc.
 - Technology programs such as Girls Who Code, Coding Bootcamps, supporting TechSAV, Hackathons, etc.
 - Develop programs that bring together the full stack of technology-related workers, business leaders and creatives around innovation topics through programs like The Innovation Series, Innovation Awards and She Hustles.
 - Re-launch the GRIT/Geekend Conference.
 - Publish Startup Activity Metrics (jobs, investment, revenue) on thecreativecoast.org.
 - Launch the Bridge Fund.
 - ChooseSAV.com as a place for remote workers and entrepreneurial firms to learn about Savannah.
- SEDA will continue to:
 - Support student entrepreneurship initiatives in K-12 and local colleges working with SCAD, Georgia Southern University Savannah State University and others.
 - Continue to leverage Savannah Technology Workforce Incentive to attract more tech workers and get exposure that leads to technology companies relocating.



Support student entrepreneurship at K-12 and university level

Logistics & Advanced Manufacturing Technology & Innovation

SEDA will support through its founding sponsorship of the Logistics Innovation Corporation (LIC) in partnership with Georgia Southern University, Savannah State University and others.

- Maintain active board seat on LIC.
- Fund LIC at an appropriate level to be meaningful and engage Plug and Play Savannah location.

Business Development

- Work with LIC to develop incentives, marketing collateral and to promote the “Logistics Technology Corridor.”
- Complete site selection process and fully leverage remaining state funds.
- Continue to develop relationships with the Augusta Cyber Center, Chamber and partners in conjunction with the corridor regarding lobby on behalf of “Tech Corridor Incentives.”
- Continue to work with the Georgia Centers of Innovation, Metro Atlanta Chamber of Commerce and others to showcase Georgia as the leader in logistics technology at conferences and potential marketing campaign.
- Work with Plug and Play to launch/support a logistics and advanced manufacturing accelerator program in conjunction with key anchor companies. Intent is to be able to leverage accelerator program in the future to recruit go-to-market stage companies in logistics and advanced manufacturing technology to the area.
- Work with LIC and Plug and Play to actively recruit startups that attend Savannah Plug and Play program to open an office in Savannah (~20 companies per year).
- Attend logistics technology industry lead generation events including:
 - COI Georgia Logistics Summit
 - Future of Logistics Conference
- Identify and visit up to two target cities that might be good for logistics tech and advanced manufacturing recruitment.



Promote Logistics Technology Corridor



Support Plug and Play initiatives



Attend two logistics technology industry events



Identify & visit two target cities for logistics innovation recruitment



02

World Trade Center Savannah

02

World Trade Center Savannah

World Trade Center Savannah is a proactive international business and trade development organization that exists to create jobs and attract investment by helping to facilitate foreign direct investment opportunities for the region and by helping regional businesses do business internationally.

We are a member of the World Trade Centers Association, a global association of more than 300 World Trade Centers in nearly 100 countries. The World Trade Centers Association network serves as an international ecosystem of global connections and integrated trade services. We achieve our goals by meeting the specific needs of our partners and clients.



World Trade Center Savannah

Economic Development Outcomes



Partner/Sponsor Revenue*

2021 Actual
*as of 12.9.2021

\$230,092

2022 Target

\$231,000



Foreign-Trade Zone Revenue

\$221,212

\$230,000

*Includes City of Savannah

Economic Development Outcomes



Trade Service Projects

2021 Actual
*as of 12.9.2021

54

5 year average
(2016-2020)

53.6



Trade Service Hours

485

468.4



Inbound & Outbound Delegations

9

18

City of Savannah Partnership

- Maintain partnership as the Founding Partner at \$50,000 level.
- Serve as the support arm for all international business matters.
- Help elevate the City of Savannah on an international stage.



Maintain City of Savannah partnership

World Trade Center Savannah

Partners

- Generate \$231,000 in revenue through partners/sponsorships.
- Communicate with each partner and understand their goals/needs.



\$231,000 in partner & sponsorship revenue

Regional Economic Development Outreach

- Host site selectors for economic development partners' Savannah Gateway Regional Showcase.
- Support annual outbound trade mission facilitating FDI opportunities.
- Bring WTCSav programs into regional counties.



Savannah Gateway Regional Showcase



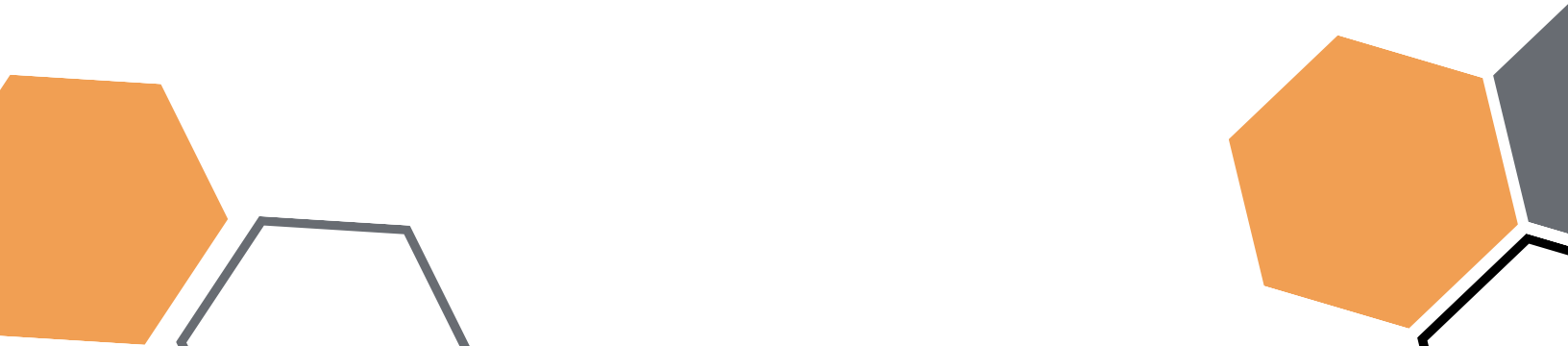
Support annual outbound missions

Foreign-Trade Zone

- Promote and grow active participation in FTZ 104 to generate \$230,000.
- Support existing operators with challenges and growth opportunities.
- Participate in and host FTZ educational courses.
- Create video and FTZ 104 logo.
- Participate in NAFTAZ national Board of Directors.



\$230,000 in FTZ revenue



TradeBridge

- Support Ireland team including regional IDAs and businesses to explore trade and FDI opportunities in Southeast Georgia.
- Identify and support Georgia companies with interest in trade with and/or through Ireland.
- Partner to create web and social media presence in both countries.
- Establish year-long intern position for TradeBridge.
- Host and support inbound/outbound missions with Ireland.
- Host Ireland event in Savannah engaging all culture, business and education partners involved in TradeBridge.



Marketing presence in both countries



Inbound & outbound missions with Ireland

Research, Trade Services and FDI Support

- Support all aspects of TradeBridge.
- Perform customized research specific to partners and/or other World Trade Centers within the partner's timeline, goals and objectives.
- Maintain online resources for partners and board members.

Inbound/Outbound Delegations

- Host, support and/or develop inbound/outbound mission opportunities.
- Offer WTCSav partners and board members opportunities to connect.
- 2022 Outbound Mission to Ireland (partnership with GSU/TradeBridge).
- Utilize inbound/outbound trade missions to explore opportunities for established businesses looking to expand/sell internationally.
- Support SEUS-Canada – June 2022 Savannah.



Support SEUS Canada

Global Education and Networking Programs

- Design, plan and execute a minimum of eight programs, marketable by Nov. 1.
- Continue to focus on quality, relevance and attendance/interest and adjust based on the needs of the region.
- Generate \$5,000 through attendance fees and/or sponsorships.



**Eight Global
Education
Programs**

Community Development

- Focus on sponsorship opportunities, exposure and partner lead development.
- Identify and report monthly qualified partner leads.
- Connect potential partners with contacts and resources.
- Continue to educate the region and create more engagement of products and services through speaking engagements and meetings.
- Identify relevant community organizations & networking opportunities aligned with our goals and participate monthly.

Marketing & Public Relations

- Host Prosperity Through Trade Luncheon.
- Participate in and promote WTCSav and the region at local, state, national and international conferences and events.
- Utilize web site, partner resources, SEO and monitor analytics.
- Create PowerPoint presentations for each audience, international delegates and local partners.
- Send bi-monthly briefing.
- Continue social media strategy highlighting resources, activities, partners and relevant articles.



**Host Prosperity
Through Trade**

Marketing and Public Relations

- Maintain presence in the WTCA newsletter.
- Thanksgiving mailer to partners and board.
- Develop *Hot Topics* series with original content for social media promotion.

Board Relations and Participation Standards

- Continue mission driven board led and by board members to solidify board participation standards.

World Trade Centers Association Network

- Utilize WTCA Board of Director position to advocate for improvement of the brand and network.
- Receive WTCA accreditation.
- Participate in WTCA General Assembly and Member Seminar.



Internship Program

- Conduct intern recruitment on each campus (or virtual) twice per year.
- Maintain year-round program, offering Fall, Spring and Summer.
- Create business etiquette program to present to each group.
- Promote employment opportunities to graduated interns.



Savannah Regional Film Commission

03

Savannah Regional Film Commission

The Savannah Regional Film Commission, an Association of Film Commissioners International certified Film Commission, is the central point of contact for entertainment production in our region. We promote the Savannah region as a premier film destination for motion picture, television and commercial productions.

Our office functions as a liaison between film companies and various municipalities in the Savannah region. We also provide location assistance and coordination with local crew and support services.



Savannah Regional Film Commission



Direct Spend

2021 Actual
*as of 12.9.2021
\$113,148,372

5 year average
(2016-2020)
\$78,727,545



Professional Productions

88

125



Location Packages Created

95

99

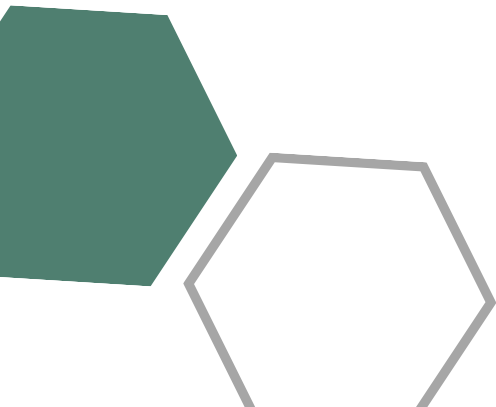
- Maximize local economic impact from entertainment productions by actively recruiting film, television and commercial projects to the Savannah region. Encourage productions to utilize local businesses and employ local crew, and work closely with production staff to increase local spend.
- Promote and administer Savannah Entertainment Production Incentives.
- Market the Savannah region through key media publications and outlets, both nationally and internationally.
- Cultivate, maintain and establish new relationships with key production executives, major studios and independent production companies in order to recruit productions to the Savannah region.
- Communicate regularly with the community and key stakeholder groups regarding the role of the Savannah Regional Film Commission and the benefits of film and television production through meetings, presentations, special events, email updates and editorials.



**Maximize local
economic impact**



**Promote and
administer
Savannah
Incentives**



Savannah Regional Film Commission

- Sponsor and promote local crew training workshops, classes and information sessions.
- Promote the Savannah Region at strategic film and television marketing festivals, events and conferences such as, but not limited to:
 - Sundance Film Festival
 - Association of Film Commissioners International Week
 - South by Southwest Film Festival
 - Georgia Night in Los Angeles
 - Toronto International Film Festival
 - AFCI Cineposium
 - Producers Guild of America – New York Conference
 - SCAD Savannah Film Festival
 - American Film Market
 - International film festivals, industry conferences, expos and events as appropriate, such as Focus Production Conference in London.
- Serve as liaison between production companies and local municipalities and other government agencies such as permitting offices, GDOT, DNR, law enforcement agencies, federal and state parks. Partner with the City of Savannah Special Events, Film & Tourism office to implement Eproval software to streamline film permitting process.
- Provide onsite assistance to productions working in the Savannah region to ensure success for the production and to minimize disruptions to residents and businesses.
- Utilize Reel-Scout™ to develop and maintain a database of local Savannah region crew, businesses and film-friendly locations. Promote and grow the list of film locations and vendors.
- Maintain Savannah Regional Film Commission website and social media accounts. Update SRFC website as needed.



**Promote
Savannah region
at film festivals,
events and
conferences**



Savannah Regional Film Commission

- Collaborate with local, regional and state organizations, such as Savannah Women in Film and Television; Savannah Filmmakers; Georgia Production Partnership; Georgia Screen Entertainment Coalition; Georgia State Film Office; Georgia Film Academy; Savannah Film Academy; Savannah College of Art and Design; Savannah State University and Georgia Southern University.
- Facilitate, plan and host location scouts for productions considering the Savannah region. Host Fam Tours for select group of industry professionals.
- Maintain Association of Film Commissioners International (AFCI) membership and participate in training programs for certification.
- Sponsor local film festivals and host screenings of productions filmed in the Savannah region.
- Focus on ongoing needs for future growth and development of the Savannah region's film industry, including, but not limited to:
 - Launch a regular direct flight from Los Angeles to Savannah.
 - Encourage development of purpose-built sound stage and supporting infrastructure.
 - Continue efforts to expand local crew base through education, training and relocation of Union and Guild members.
 - Continue outreach to businesses and support services to create local film-friendly vendors while encouraging established production vendors to expand to our region.



Marketing

Marketing

- Manage and execute SEDA messaging and communications with a consistent voice and clear positioning through all departments, activities and efforts.
- Work internally on proactive sales and marketing efforts and goals as outlined in each department throughout the 2022 business plan.
- Generate content to promote the Savannah brand to include videos, articles, social media, marketing materials, websites, business profiles, etc.
 - Send bi-monthly SEDA newsletter and WTCSav bi-monthly briefing.
 - Distribute op-eds, blogs and other content as appropriate.
- Develop and maintain strategic media relationships on local, regional and national level.
 - Significant announcements and news pushed to media outside Savannah market.
- Develop and execute marketing plan for Savannah Harbor JDA and Bryan County Mega-Site. To include new website, videos, promotional materials and more.
- Partner with Georgia Department of Economic Development and Georgia Chamber of Commerce to plan and execute Red Carpet Tour.
- Plan and execute SEDA Annual Meeting and other events.



Two media trips



40 press releases



15 blog posts



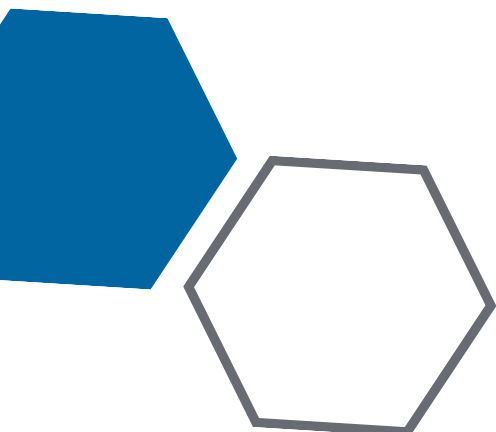
Savannah JDA & Mega Site marketing plan



Red Carpet Tour



SEDA Annual Meeting





Strategy, Research, Grants & Partnerships



Request for Information

2021 Actual
*as of 12.9.2021

21

5 year average
(2016-2020)

13

- Support Business Development through:
 - Promptly responding to project RFIs and client/partner needs and requests.
 - Performing fiscal impact analyses for incentivized projects.
 - Managing the Project Verification process.
 - Exploring and piloting a LinkedIn strategy for lead generation.
 - Researching and pursuing award and grant opportunities.
- Support the organization through:
 - Monitoring and reporting progress towards annual goals for the SEDA and WTCSav teams.
 - Managing Salesforce by ensuring it is built properly to support each department of SEDA and WTCSav while educating and training all users.
 - Performing six strategic planning sessions with different departments to ensure we are advancing the right initiatives and using resources for the highest and best use.
 - Continuing education in Salesforce, Grants, C2ER Research Analysis and Presentation, Esri and other areas that will benefit the team.
 - Continuing to cultivate a regional research partnership and approach.



100 percent of
RFIs completed



100 percent of all
incentivized
projects have a
LOCI performed



100 percent of all
incentivized
projects go
through
verification
process



Strategy, Research, Grants & Partnership

- Make strategic advances for the community through
 - Supporting the implementation of the Propel Savannah plan.
 - Working with community partners to improve the product that is Savannah.
 - Identifying and addressing root cause issues with workforce development partners to advance opportunities that could have long-term positive impacts on workforce development in Chatham County (i.e. automation, childcare, etc.).
- Maintain and create content for marketing efforts through:
 - Providing scheduled data updates for content on the SEDA website, sales presentation and other marketing materials.
 - Maximizing the use of Esri, JobsEQ and other paid subscription tools to support the team.
 - Leading Savannah's participation in the Council for Community and Economic Research's Cost of Living Index three times per year.



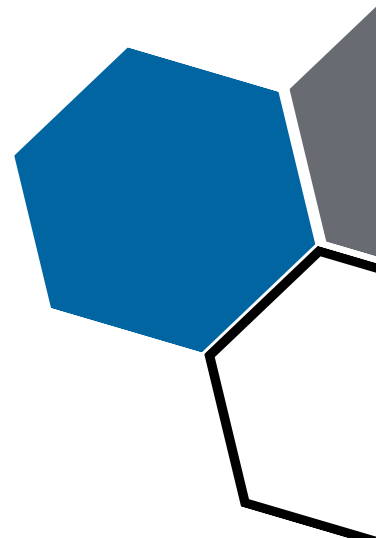
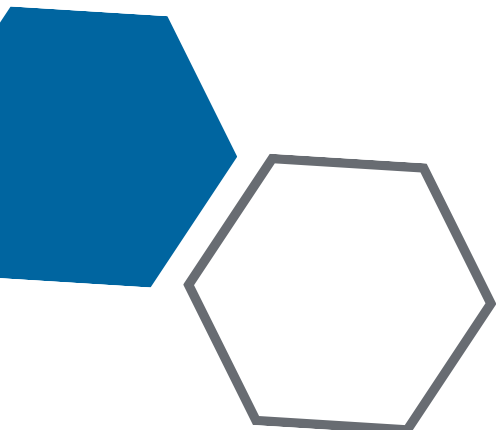
**Six departmental
strategic
planning sessions**



**Three COLI price
collections
annually**



**Pilot LinkedIn
lead generation
strategy**





Finance, Property & Administration

Finance, Property & Administration

- Oversee annual financial audit.
- Manage finances consistent with budget.
- Manage development construction and funding:
 - Bloomingdale water and sewer / GEFA Loan
 - Veterans Parkway Interchange / Bond Financed
 - American Second Harvest / Cares Act
- Management of new and existing lease agreements.
- Management of new office building.
- Host annual and monthly board meetings.
- Ensure new SEDA board members and staff receive economic development training class.



SEDA OPERATING BUDGET

		2020 Budget	2020 Actual	2021 Budget	Estimated 2021	Proposed 2022 Budget
Operating Revenue	Account					
Infrastructure Fees	401	7,601,000	7,807,001	7,824,000	8,320,000	7,820,000
Bond Fees	402	296,000	312,714	311,000	437,750	252,000
WTCSav Programs, Services & Programs	411	220,000	160,605	170,000	228,750	230,000
WTCSav Foreign Trade Zone Revenue	412	210,000	220,000	220,000	213,500	225,000
Miscellaneous Revenue	421	15,000	18,174	15,000	15,000	15,000
Rental Income - Other	422	3,000	67,808	3,000	3,000	3,000
Total Revenue		8,345,000	8,586,302	8,543,000	9,218,000	8,545,000

		2020 Budget	2020 Actual	2021 Budget	Estimated 2021	Proposed 2022 Budget
Administrative & Operating Expenses	Account					
Automobiles	601	60,000	44,521	60,000	58,000	65,000
Bad Debt	602	0	3,500	0	0	0
Bank Charges	603	5,000	3,703	5,000.00	2,000.00	5,000.00
Board Support	604	80,000	6,626	81,500.00	115,000.00	90,000.00
Insurance - Benefits	611	200,000	211,321	230,000.00	205,000.00	230,000.00
Insurance - Property/Liability	612	33,500	43,406	45,000.00	43,000.00	50,000.00
Office Expense, Equip Leases, Supplies	621	129,000	147,620	129,500.00	230,000.00	130,000.00
Office Maintenance	622	10,000	4,126	5,000.00	25,000.00	35,000.00
Office Renovations or Upgrades	623	0		0.00	0.00	35,000.00
Payroll	631	2,000,000	1,926,715	2,100,000	2,010,000	2,200,000
Payroll Taxes	632	135,000	114,286	142,000	133,000	154,000
Pension Plan	633	120,000	84,106	126,000	102,000	132,000
Professional Development, Training & Publications	641	47,500	19,416	44,500	16,000	43,000
Professional Memberships/Assoc., Meetings & Travel	642	80,000	56,658	63,000	50,000	65,500
Support Services	643	736,000	635,412	532,500	604,000	479,500
Telephone - Mobile, Office and Network	651	42,000	46,610	50,000	43,000	60,000
Utilities	652	6,000	2,290	40,000	26,000	35,000
Total Admin. & Operating Expenses	600	3,684,000	3,350,316	3,654,000	3,662,000	3,809,000

		2020 Budget	2020 Actual	2021 Budget	Estimated 2021	Proposed 2022 Budget
Other Expenses	Account					
Assessments - Crossroads Owners Associations	701	21,000	19,338	21,000	20,000	21,000
Depreciation & Amortization Expense	710	210,000	176,510	250,000	280,000	518,000
Engineering, Environment, Mitigation, and Survey	720	150,000	213,423	650,000	340,000	650,000
Grant Expense	730	0	2,700	0	0	0
Interest Expense (Building)	740	0	0	0	0	0
Property Maintenance	750	3,000	5,048	10,000	6,000	41,000
Total	700	384,000	417,019	931,000	646,000	1,230,000

SEDA OPERATING BUDGET

		2020 Budget	2020 Actual	2021 Budget	Estimated 2021	Proposed 2022 Budget
Sales, Mktg, PR & Project Expenses						
	Account					
Advertising	801	114,000	113,565	115,000	88,000	70,000
Research & Sales Database Tools	802	74,500	57,656	67,000	58,000	73,000
External Sales, Entertainment & Travel	811	250,000	75,421	250,000	103,000	300,000
Local Sales and Prospect Visits	812	150,000	102,996	250,000	165,000	211,000
Incentives	820	1,700,000	440,565	1,200,000	1,428,000	1,000,000
Promotional Materials, Sales Collateral, Brand Development	822	117,000	92,799	182,000	61,000	128,000
Public Relations & Media	823	84,000	11,768	67,000	21,000	83,000
Sales Presentations, Gifts	824	78,000	125,392	69,500	36,000	66,200
Special Events & Announcements	825	163,500	36,993	163,500	113,000	204,700
Sponsorships	826	550,000	474,308	564,000	569,000	519,000
Strategic Industry Marketing	827	150,000	70,000	200,000	70,000	383,000
Web Site Design, Hosting & Maint.	828	67,000	63,655	100,000	62,000	76,500
Total Sales, Mktg, PR, Research, Proj. Mgt Expes	800	3,498,000	1,665,118	3,228,000	2,774,000	3,114,400

Total Expenses	7,566,000	5,432,453	7,813,000	7,082,000	8,153,400
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Net Ordinary Income	779,000	3,153,849	730,000	2,136,000	391,600
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		2020 Budget	2020 Actual	2021 Budget	Estimated 2021	Proposed 2022 Budget
Non-Operating Revenue/(Expense)						
	Account					
Dividend Income	901	200,000	163,417	175,000	93,000	175,000
Interest Income	902	200,000	329,698	350,000	250,000	350,000
Gain(Loss) on Sale of Investment	903	0	-76,082	0	610,000	0
Unrealized Gain(Loss) on Sale of Investment	904	0	1,962,514	0	1,100,000	0
Investment Fees	905	-125,000	-137,530	-140,000	-171,000	-140,000
Gain(Loss) on Sale of Property	911				43,000	
Gain(Loss) on Sale of Equipment	915	0	-73,827	0	-3,000	0
Income from SEDA I, LLC	920	115,000	116,065	115,000	78,000	115,000
Total Non-Operating Revenue/(Expense)	900	390,000	2,284,255	500,000	2,000,000	500,000

Net Surplus	1,169,000	5,438,104	1,230,000	4,136,000	891,600
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SAVANNAH

Economic Development Authority

2022 Executive Committee Meetings

SEDA Room

SEDA Office 906 Drayton St

10:30AM, 1st Tuesday of Month (*unless noted)

February 1, 2022	Executive Committee
March 1, 2022	Executive Committee
April 5, 2022	Executive Committee
May 3, 2022	Executive Committee
September 6, 2022	Executive Committee
October 4, 2022	Executive Committee
November 1, 2022	Executive Committee
December 6, 2022	Executive Committee

2022 Board of Directors Meetings

Board Room

SEDA Office 906 Drayton St

10:30AM, 2nd Tuesday of Month (*unless noted)

January 6, 2022*	BOD Annual Meeting
February 8, 2022	Board of Directors
March 8, 2022	Board of Directors
April 12, 2022	Board of Directors
May 10, 2022	Board of Directors
September 13, 2022	Board of Directors
October 11, 2022	Board of Directors
November 8, 2022	Board of Directors
December 13, 2022	Board of Directors

**** Any changes to the schedule will be posted on the SEDA website: www.seda.org**



**Management Analysis for Board of Directors
November 2021**

The November 2021 Statement of Assets, Liabilities & Net Assets records \$20.6m in Cash, excluding funds held for Veterans Parkway Interchange and funds associated with the GEFA Loan / Bloomingdale infrastructure. \$2.4m was collected during the month and \$453k was paid for operating expenses. Funds held for Veterans Parkway Interchange decreased by \$394k and Funds held for the West Chatham Water and Sewer in Bloomingdale increased by \$191k.

A/R-Miscellaneous decreased nearly \$1.5m and is included in the cash collections stated above.

The market value of investments decreased \$328k and ended the month at \$26m.

Accounts Payable increased \$2m due to receiving a few large invoices late in the month.

Deferred Income decreased to \$756k, representing the amount of annual billing that has been invoiced but not yet recognized as income.

The November 2021 Statement of Revenues & Expenses records \$354k Net Loss for the month. The Net Ordinary Loss of \$39k is mainly due to the \$400k Film Incentive accrual in November. Non-Operating Loss was \$315k for the month due to decrease in investments.

Although the Year to Date (YTD) Net Income decreased to \$4.3m, we are still ahead of the \$1.2m budget. YTD Total Revenue is \$8.4m and is higher than budget by \$537k; Total Expenses are \$5.7m, compared to the \$7m YTD budget; and Non-Operating Revenue YTD is \$1.65m gain versus the \$446k budget.

SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY
Statement of Assets, Liabilities & Net Assets
As of November 30, 2021

	Nov 30, 21	Oct 31, 21	\$ Change	Nov 30, 20	\$ Change
ASSETS					
Current Assets					
Checking/Savings					
CHECKING & MONEY MARKET ACCTS.	20,649,294.46	18,686,548.38	1,962,746.08	21,669,242.13	-1,019,947.67
SOUTH STATE VETERANS PKWY CKI...	21,044,771.87	21,438,342.96	-393,571.09	0.00	21,044,771.87
UNITED COMMUNITY BANK GEFA	3,051,681.92	2,860,210.28	191,471.64	0.00	3,051,681.92
Total Checking/Savings	44,745,748.25	42,985,101.62	1,760,646.63	21,669,242.13	23,076,506.12
Accounts Receivable					
ACCOUNTS RECEIVABLE	932,430.75	449,974.72	482,456.03	973,256.81	-40,826.06
Total Accounts Receivable	932,430.75	449,974.72	482,456.03	973,256.81	-40,826.06
Other Current Assets					
A/R-MISCELLANEOUS	695,852.48	2,176,624.25	-1,480,771.77	386,040.24	309,812.24
INVESTMENTS @ MKT VALUE	26,013,889.55	26,341,593.60	-327,704.05	24,020,407.51	1,993,482.04
PREPAID EXPENSES	134,848.50	139,744.00	-4,895.50	19,261.00	115,587.50
Total Other Current Assets	26,844,590.53	28,657,961.85	-1,813,371.32	24,425,708.75	2,418,881.78
Total Current Assets	72,522,769.53	72,093,038.19	429,731.34	47,068,207.69	25,454,561.84
Fixed Assets					
ACCUMULATED DEPRECIATION	-301,716.62	-266,813.73	-34,902.89	-957,859.18	656,142.56
AMORTIZATION OF DEFERRED COST	-810,482.75	-803,182.75	-7,300.00	-722,863.17	-87,619.58
BUILDINGS	8,468,211.67	8,468,211.67	0.00	5,702,108.38	2,766,103.29
FURNITURE & EQUIPMENT	687,925.42	687,673.17	252.25	661,672.26	26,253.16
GULFSTREAM DEFERRED COST	1,752,391.58	1,752,391.58	0.00	1,752,391.58	0.00
LAND AND LAND IMPROVEMENTS	0.00	0.00	0.00	366,125.03	-366,125.03
VEHICLES	86,091.45	86,091.45	0.00	86,091.45	0.00
Total Fixed Assets	9,882,420.75	9,924,371.39	-41,950.64	6,887,666.35	2,994,754.40
Other Assets					
INVESTMENT IN SEDA I, LLC	401,186.58	390,664.52	10,522.06	323,112.56	78,074.02
OTHER RECEIVABLE	445,460.00	445,460.00	0.00	675,382.00	-229,922.00
REAL PROP.HELD-SALE/DEVELOPMENT	11,230,171.65	11,385,031.73	-154,860.08	10,001,875.62	1,228,296.03
Total Other Assets	12,076,818.23	12,221,156.25	-144,338.02	11,000,370.18	1,076,448.05
TOTAL ASSETS	94,482,008.51	94,238,565.83	243,442.68	64,956,244.22	29,525,764.29

SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY
Statement of Assets, Liabilities & Net Assets
As of November 30, 2021

	Nov 30, 21	Oct 31, 21	\$ Change	Nov 30, 20	\$ Change
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
ACCOUNTS PAYABLE	2,569,114.10	405,820.90	2,163,293.20	1,022,597.53	1,546,516.57
Total Accounts Payable	2,569,114.10	405,820.90	2,163,293.20	1,022,597.53	1,546,516.57
Credit Cards	51,248.55	44,573.07	6,675.48	19,829.70	31,418.85
Other Current Liabilities					
A/P-MISCELLANEOUS	1,108,249.00	2,337,570.82	-1,229,321.82	0.00	1,108,249.00
ACCRUED EXPENSES	1,557,248.13	1,132,748.13	424,500.00	875,568.00	681,680.13
DEFERRED INCOME	755,739.82	1,196,187.27	-440,447.45	447,409.62	308,330.20
FEDERAL PAYROLL TAX	0.00	0.00	0.00	90.00	-90.00
TENANT DEPOSITS-SEDA OFC BLDG	1,500.00	1,500.00	0.00	1,500.00	0.00
UNITED WAY PAYABLE	608.34	608.34	0.00	525.00	83.34
Total Other Current Liabilities	3,423,345.29	4,668,614.56	-1,245,269.27	1,325,092.62	2,098,252.67
Total Current Liabilities	6,043,707.94	5,119,008.53	924,699.41	2,367,519.85	3,676,188.09
Long Term Liabilities					
DEFERRED INTERCHANGE COSTS	21,008,308.65	21,335,513.69	-327,205.04	0.00	21,008,308.65
Total Long Term Liabilities	21,008,308.65	21,335,513.69	-327,205.04	0.00	21,008,308.65
Total Liabilities	27,052,016.59	26,454,522.22	597,494.37	2,367,519.85	24,684,496.74
Equity					
NET ASSETS-INVSTD IN CAP ASSETS	6,210,611.09	6,210,611.09	0.00	5,282,079.09	928,532.00
NET ASSETS-UNRESTRICTED	56,927,359.71	56,927,359.71	0.00	52,417,788.10	4,509,571.61
Net Income	4,292,021.12	4,646,072.81	-354,051.69	4,888,857.18	-596,836.06
Total Equity	67,429,991.92	67,784,043.61	-354,051.69	62,588,724.37	4,841,267.55
TOTAL LIABILITIES & EQUITY	94,482,008.51	94,238,565.83	243,442.68	64,956,244.22	29,525,764.29

SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY
Statement of Revenues & Expenses - Actual vs. Budget
November 2021

	Nov 21	Budget	\$ Over Budget	Jan - Nov 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
BOND FEES	82,221.00	25,900.00	56,321.00	352,526.05	285,100.00	67,426.05	311,000.00
FOREIGN TRADE ZONE REVENUE	20,343.55	18,300.00	2,043.55	198,368.75	201,600.00	-3,231.25	220,000.00
INFRASTRUCTURE FEES	762,216.00	652,000.00	110,216.00	7,557,448.17	7,172,000.00	385,448.17	7,824,000.00
MISCELLANEOUS INCOME	1,753.55	1,250.00	503.55	16,897.16	13,750.00	3,147.16	15,000.00
RENTAL INCOME - OTHER	1,600.00	0.00	1,600.00	23,815.00	3,000.00	20,815.00	3,000.00
TRADE SERVICES INCOME	14,288.00	14,200.00	88.00	219,526.00	155,800.00	63,726.00	170,000.00
Total Income	882,422.10	711,650.00	170,772.10	8,368,581.13	7,831,250.00	537,331.13	8,543,000.00
Gross Profit	882,422.10	711,650.00	170,772.10	8,368,581.13	7,831,250.00	537,331.13	8,543,000.00
Expense							
ADMIN. OPERATING EXPENSES	288,281.85	302,425.00	-14,143.15	3,385,585.49	3,332,490.00	53,095.49	3,654,000.00
ASSESSMENTS-CROSSROADS OWNE...	0.00	0.00	0.00	0.00	21,000.00	-21,000.00	21,000.00
DEPRECIATION & AMORTIZATION	42,202.89	27,140.00	15,062.89	280,279.98	222,870.00	57,409.98	250,000.00
ENG,ENV,MITIGATION,SURVEY,LEGAL	34,698.34	54,000.00	-19,301.66	112,506.19	596,000.00	-483,493.81	650,000.00
GRANT EXPENSES	0.00			14,309.84			
PROPERTY MAINTENANCE	0.00	1,400.00	-1,400.00	53,477.46	8,600.00	44,877.46	10,000.00
SALES,MKT,PR,RES,PROJ MGT EXP.	555,792.80	418,020.00	137,772.80	1,881,544.21	2,860,020.00	-978,475.79	3,228,000.00
Total Expense	920,975.88	802,985.00	117,990.88	5,727,703.17	7,040,980.00	-1,313,276.83	7,813,000.00
Net Ordinary Income	-38,553.78	-91,335.00	52,781.22	2,640,877.96	790,270.00	1,850,607.96	730,000.00
Other Income/Expense							
Other Income							
NON-OPERATING REVENUE(EXPENSE)	-315,497.91	53,800.00	-369,297.91	1,651,143.16	446,200.00	1,204,943.16	500,000.00
Total Other Income	-315,497.91	53,800.00	-369,297.91	1,651,143.16	446,200.00	1,204,943.16	500,000.00
Net Other Income	-315,497.91	53,800.00	-369,297.91	1,651,143.16	446,200.00	1,204,943.16	500,000.00
Net Income	-354,051.69	-37,535.00	-316,516.69	4,292,021.12	1,236,470.00	3,055,551.12	1,230,000.00



**Management Analysis for Board of Directors
December 2021**

The December 2021 Statement of Assets, Liabilities & Net Assets records \$25m in Cash, excluding funds held for Veterans Parkway Interchange and funds associated with the GEFA Loan / Bloomingdale infrastructure. The increase of \$4.7m was due to collection of \$5.4m of 2022 Infrastructure Fees in December. Funds held for Veterans Parkway Interchange decreased by \$478k and Funds held for the West Chatham Water and Sewer in Bloomingdale decreased by \$887k.

The market value of investments rebounded with a \$320k gain and ended the month at \$26.3m.

Accounts Payable decreased \$1.3m due to paying some large invoices that were received in late November.

Deferred Income increased to \$5.5m due to 2022 Infrastructure Fees collected as mentioned above.

The December 2021 Statement of Revenues & Expenses records a \$263k Net Loss for the month. The Net Ordinary Loss of \$585k is due to the \$500k Film Incentive and \$400k Westside Drainage Study accrued in December. Non-Operating Income was \$322k for the month is attributable to investment gains.

Year to Date (YTD) Ordinary Income is \$2m, \$1.3m over the \$730k budget. YTD Non-Operating Revenue is \$1.97m versus the \$500k budget. YTD Net Income for 2021 is \$4m and nearly \$2.8m better than budget.

SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY
Statement of Assets, Liabilities & Net Assets
As of December 31, 2021

	Dec 31, 21	Nov 30, 21	\$ Change	Dec 31, 20	\$ Change
ASSETS					
Current Assets					
Checking/Savings					
CHECKING & MONEY MARKET ACCTS.	25,355,183.09	20,649,294.46	4,705,888.63	21,659,875.80	3,695,307.29
SOUTH STATE VETERANS PKWY CKI...	20,566,517.91	21,044,771.87	-478,253.96	0.00	20,566,517.91
UNITED COMMUNITY BANK GEFA	2,164,355.22	3,051,681.92	-887,326.70	0.00	2,164,355.22
Total Checking/Savings	48,086,056.22	44,745,748.25	3,340,307.97	21,659,875.80	26,426,180.42
Accounts Receivable					
ACCOUNTS RECEIVABLE	768,514.42	932,430.75	-163,916.33	1,114,672.77	-346,158.35
Total Accounts Receivable	768,514.42	932,430.75	-163,916.33	1,114,672.77	-346,158.35
Other Current Assets					
A/R-MISCELLANEOUS	752,562.64	695,852.48	56,710.16	608,165.84	144,396.80
INVESTMENTS @ MKT VALUE	26,333,695.42	26,013,889.55	319,805.87	24,484,983.78	1,848,711.64
PREPAID EXPENSES	138,217.00	134,848.50	3,368.50	29,809.00	108,408.00
Total Other Current Assets	27,224,475.06	26,844,590.53	379,884.53	25,122,958.62	2,101,516.44
Total Current Assets	76,079,045.70	72,522,769.53	3,556,276.17	47,897,507.19	28,181,538.51
Fixed Assets					
ACCUMULATED DEPRECIATION	-336,618.62	-301,716.62	-34,902.00	-621,702.96	285,084.34
AMORTIZATION OF DEFERRED COST	-817,782.75	-810,482.75	-7,300.00	-730,163.17	-87,619.58
BUILDINGS	8,468,211.67	8,468,211.67	0.00	6,087,544.34	2,380,667.33
FURNITURE & EQUIPMENT	690,124.92	687,925.42	2,199.50	658,679.98	31,444.94
GULFSTREAM DEFERRED COST	1,752,391.58	1,752,391.58	0.00	1,752,391.58	0.00
VEHICLES	86,091.45	86,091.45	0.00	86,091.45	0.00
Total Fixed Assets	9,842,418.25	9,882,420.75	-40,002.50	7,232,841.22	2,609,577.03
Other Assets					
INVESTMENT IN SEDA I, LLC	401,200.28	401,186.58	13.70	332,784.31	68,415.97
OTHER RECEIVABLE	445,460.00	445,460.00	0.00	675,382.00	-229,922.00
REAL PROP.HELD-SALE/DEVELOPMENT	11,230,171.65	11,230,171.65	0.00	11,256,320.03	-26,148.38
Total Other Assets	12,076,831.93	12,076,818.23	13.70	12,264,486.34	-187,654.41
TOTAL ASSETS	97,998,295.88	94,482,008.51	3,516,287.37	67,394,834.75	30,603,461.13

SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY
Statement of Assets, Liabilities & Net Assets
As of December 31, 2021

	Dec 31, 21	Nov 30, 21	\$ Change	Dec 31, 20	\$ Change
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
ACCOUNTS PAYABLE	1,186,327.61	2,569,114.10	-1,382,786.49	2,611,022.15	-1,424,694.54
Total Accounts Payable	1,186,327.61	2,569,114.10	-1,382,786.49	2,611,022.15	-1,424,694.54
Credit Cards	57,597.48	51,248.55	6,348.93	27,302.30	30,295.18
Other Current Liabilities					
A/P-MISCELLANEOUS	1,090,993.47	1,108,249.00	-17,255.53	0.00	1,090,993.47
ACCRUED EXPENSES	2,481,748.13	1,557,248.13	924,500.00	950,881.50	1,530,866.63
DEFERRED INCOME	5,487,040.00	755,739.82	4,731,300.18	52,492.00	5,434,548.00
PILOT/PILOT PAYABLE	0.00	0.00	0.00	613,141.00	-613,141.00
TENANT DEPOSITS-SEDA OFC BLDG	1,500.00	1,500.00	0.00	1,500.00	0.00
UNITED WAY PAYABLE	608.26	608.34	-0.08	525.00	83.26
Total Other Current Liabilities	9,061,889.86	3,423,345.29	5,638,544.57	1,618,539.50	7,443,350.36
Total Current Liabilities	10,305,814.95	6,043,707.94	4,262,107.01	4,256,863.95	6,048,951.00
Long Term Liabilities					
DEFERRED INTERCHANGE COSTS	20,525,826.91	21,008,308.65	-482,481.74	0.00	20,525,826.91
Total Long Term Liabilities	20,525,826.91	21,008,308.65	-482,481.74	0.00	20,525,826.91
Total Liabilities	30,831,641.86	27,052,016.59	3,779,625.27	4,256,863.95	26,574,777.91
Equity					
NET ASSETS-INVSTD IN CAP ASSETS	6,210,611.09	6,210,611.09	0.00	6,210,611.09	0.00
NET ASSETS-UNRESTRICTED	56,927,359.71	56,927,359.71	0.00	51,489,256.10	5,438,103.61
Net Income	4,028,683.22	4,292,021.12	-263,337.90	5,438,103.61	-1,409,420.39
Total Equity	67,166,654.02	67,429,991.92	-263,337.90	63,137,970.80	4,028,683.22
TOTAL LIABILITIES & EQUITY	97,998,295.88	94,482,008.51	3,516,287.37	67,394,834.75	30,603,461.13

SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY
Statement of Revenues & Expenses - Actual vs. Budget
December 2021

	Dec 21	Budget	\$ Over Budget	Jan - Dec 21	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
BOND FEES	83,595.44	25,900.00	57,695.44	436,121.49	311,000.00	125,121.49	311,000.00
FOREIGN TRADE ZONE REVENUE	20,343.55	18,400.00	1,943.55	218,712.30	220,000.00	-1,287.70	220,000.00
INFRASTRUCTURE FEES	762,216.00	652,000.00	110,216.00	8,319,664.17	7,824,000.00	495,664.17	7,824,000.00
MISCELLANEOUS INCOME	1,250.00	1,250.00	0.00	18,147.16	15,000.00	3,147.16	15,000.00
RENTAL INCOME - OTHER	1,500.00	0.00	1,500.00	25,315.00	3,000.00	22,315.00	3,000.00
TRADE SERVICES INCOME	14,288.00	14,200.00	88.00	233,814.00	170,000.00	63,814.00	170,000.00
Total Income	883,192.99	711,750.00	171,442.99	9,251,774.12	8,543,000.00	708,774.12	8,543,000.00
Gross Profit	883,192.99	711,750.00	171,442.99	9,251,774.12	8,543,000.00	708,774.12	8,543,000.00
Expense							
ADMIN. OPERATING EXPENSES	248,072.40	321,510.00	-73,437.60	3,633,657.89	3,654,000.00	-20,342.11	3,654,000.00
ASSESSMENTS-CROSSROADS OWNE...	0.00	0.00	0.00	0.00	21,000.00	-21,000.00	21,000.00
DEPRECIATION & AMORTIZATION	42,202.00	27,130.00	15,072.00	322,481.98	250,000.00	72,481.98	250,000.00
ENG,ENV,MITIGATION,SURVEY,LEGAL	431,880.47	54,000.00	377,880.47	544,386.66	650,000.00	-105,613.34	650,000.00
GRANT EXPENSES	0.00			14,309.84			
PROPERTY MAINTENANCE	4,391.35	1,400.00	2,991.35	57,868.81	10,000.00	47,868.81	10,000.00
SALES,MKT,PR,RES,PROJ MGT EXP.	741,989.04	367,980.00	374,009.04	2,623,533.25	3,228,000.00	-604,466.75	3,228,000.00
Total Expense	1,468,535.26	772,020.00	696,515.26	7,196,238.43	7,813,000.00	-616,761.57	7,813,000.00
Net Ordinary Income	-585,342.27	-60,270.00	-525,072.27	2,055,535.69	730,000.00	1,325,535.69	730,000.00
Other Income/Expense							
Other Income							
NON-OPERATING REVENUE(EXPENSE)	322,004.37	53,800.00	268,204.37	1,973,147.53	500,000.00	1,473,147.53	500,000.00
Total Other Income	322,004.37	53,800.00	268,204.37	1,973,147.53	500,000.00	1,473,147.53	500,000.00
Net Other Income	322,004.37	53,800.00	268,204.37	1,973,147.53	500,000.00	1,473,147.53	500,000.00
Net Income	-263,337.90	-6,470.00	-256,867.90	4,028,683.22	1,230,000.00	2,798,683.22	1,230,000.00

INDUCEMENT RESOLUTION REBA

hereas, the Savannah Economic Development Authority is duly constituted under the laws of Georgia; and

hereas, in every case it is the intention of the Savannah Economic Development Authority to develop opportunities for the public good and the general welfare of the citizens of Chatham County and the State of Georgia; and

hereas, the location of Igneo (Georgia), LLC (the “Company”) in Chatham County, Georgia will create both new and expanded opportunities for development of trade, commerce, industry and employment; and

hereas, such development and promotion will be for the public good and welfare of Chatham County and the State of Georgia; and

hereas, the project will promote the general welfare of the State; and

hereas, the project will increase employment in the territorial area of the Savannah Economic Development Authority; and

hereas, the direct object of the Savannah Economic Development Authority’s financing of the project is to accomplish such public purposes; and

hereas, the financing of the project by the Savannah Economic Development Authority is critical to inducing the industry to expand a facility within the territorial area of the Authority;

hereas, Igneo (Georgia), LLC (the Company) believes that the project will create 150 jobs and will involve a private investment of \$110,000,000;

Now, therefore, be it resolved by the Savannah Economic Development Authority that it will seek REBA assistance from the State of Georgia as a necessary funding component for this project which otherwise would not locate in the State of Georgia.

Done this ____ day of _____, 2022.

Savannah Economic Development Authority

By: _____

Attest: _____

**STATE OF GEORGIA
COUNTY OF CHATHAM**

**AMENDMENT TO INTERGOVERNMENTAL AGREEMENT BETWEEN CHATHAM COUNTY AND THE
SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY**

This Amendment (“Amendment 1”) is entered into and effective the _____ day of January 2022, by and between CHATHAM COUNTY and the SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY.

WHEREAS, on August 13, 2021, CHATHAM COUNTY and the SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY entered into an Intergovernmental Agreement for the purpose of administering a grant from the Georgia Department of Community Affairs known as “CDBG-CV;” and

WHEREAS, subsection 4 of section III General Terms & Conditions of the Intergovernmental agreement establishes that amendments may be made in order to provide for the orderly implementation of all the undertakings described in the Intergovernmental Agreement so long as it is reduced to writing and signed by all parties; and

WHEREAS, both parties desire to perform the undertakings of the Intergovernmental Agreement and the requirements of the CDBG-CV grant award in a feasible and efficient manor; and

WHEREAS, both parties agree that in order to meet the deadlines established by the CDBG-CV grant award, it is necessary for the SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY to facilitate and manage the contractor procurement and construction phases of the project known as “America’s Second Harvest Food Bank – Savannah;” and

WHEREAS, in correspondence, the Georgia Department of Community Affairs has approved of this arrangement; and

NOW, THEREFORE, in consideration of the mutual promises and agreements set forth in the Intergovernmental Agreement, CHATHAM COUNTY and the SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY hereby agree to the following amendments to section II subsection 1 (b):

The SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY will facilitate the construction contractor procurement process by completing the following actions on behalf of CHATHAM COUNTY:

1. Develop and publish a request for proposals in compliance with all federal, state, and local requirements including all general and special conditions of the Georgia Department of Community Affairs CDBG-CV grant award.
2. Select a winning contractor bid in accordance with the Georgia Public Works Construction Law and all other federal, state, and local requirements.
3. Maintain proper documentation of all phases of procurement including evidence of the language contained in the request, evidence of correspondence with potential bidders, evidence of advertisement, documentation of any special considerations with regards to responsible bidder evaluations, and documentation of contract award.
4. Provide all documentation to CHATHAM COUNTY and the Georgia Department of Community Affairs upon request in a reasonable and timely fashion.

The SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY will manage the construction phase by completing the following actions on behalf of CHATHAM COUNTY:

1. Ensure compliance with all federal labor standards including but not limited to The Contractor Work Hours and Safety Standards Act (40 U.S.C. 327-330), The Davis-Bacon Act (40 U.S.C. 276(a) to (a-7)), and The Copeland "Anti-kickback" ACT (18 U.S.C. 874) and all supplementations by Department of Labor regulations.
2. Hold a pre-construction conference with all interested parties to discuss labor standards and compliance requirements.
3. Monitor construction and conduct on-the-job interviews as required by the Georgia Department of Community Affairs.
4. Maintain communication and ensure coordination and cooperation between Chatham County's contracted Architect, America's Second Harvest Food Bank, and all contractors and subcontractors.
5. Establish a construction timeline with milestones and monitor progress to ensure timely completion of the project to grant award standards.
6. Immediately communicate to CHATHAM COUNTY any and all delays that might affect the closeout of the CDBG-CV grant award or require extension requests.
7. Monitor, document, and resolve all disputes and change orders.
8. Submit or help CHATHAM COUNTY submit all notice of contract action forms as required.
9. Complete all weekly payroll reports for contractors and subcontractors and any statements of compliance for weekly payroll as required.
10. Complete the final wage compliance report prior to grant award closeout.
11. Confirm and approve all work invoiced by the construction contractor and subcontractors prior to drawdown requests.
12. Process payments to contractors and subcontractors.
13. Submit reimbursement requests to CHATHAM COUNTY.
14. Complete any additional Georgia Department of Community Affairs CDBG-CV grant requirements that pertain to construction project management as required.
15. Identify a Point of Contract (POC) to provide constant communication and reporting to CHATHAM COUNTY in compliance with Coastal Regional Commission and Georgia Department of Community Affairs.

CHATHAM COUNTY will:

1. Serve as the recipient and fiscal agent for CDBG-CV funding from the Georgia Department of Community Affairs.
2. Provide guidance and clarification on all grant award general and special conditions.
3. Collaborate with the SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY and the Georgia Department of Community Affairs as needed.
4. Submit all quarterly progress performance reports to the Georgia Department of Community Affairs.
5. Receive and process reimbursement requests.
6. Complete and submit grant fund drawdown requests.
7. Make reimbursement payments to the SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY.
8. Identify a Point of Contract (POC) to provide constant communication and reporting to SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY as defined in the intergovernmental agreement.

This Amendment is executed in the State of Georgia and all matters pertaining to the validity, construction, interpretation, and the laws of the State of Georgia shall govern effect of the Amendment.

This Amendment may be executed in multiple counterparts, each of which shall be an original but all of which shall constitute one Amendment. No party shall be bound by this Amendment until all parties have executed this Amendment.

This Amendment is intended to provide further detailed guidance regarding specific undertakings as established and agreed upon within the original Intergovernmental Agreement. This Amendment does not modify, cancel, or nullify any other representations, undertakings or agreements not specifically referenced in this Amendment.

IN WITNESS WHEREOF, the parties have caused the authorized representatives of each to execute this Amendment. So Adopted this _____ day of January 2022.

CHATHAM COUNTY, GEORGIA

By: _____
Chester Ellis, Chairman
Board of Commissioners

(SEAL)

Attest: _____
Janice E. Bocoock, Clerk of Commission

Reviewed and Approved By:

By: _____
R. Jonathan Hart, County Attorney

SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY

By: _____
Hugh "Trip" Tollison, President & CEO

(SEAL)

Attest: _____
Assistant Secretary



SAVANNAH

Economic Development Authority

SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY COMPLIANCE AND CONFLICT OF INTEREST STATEMENT

The undersigned, an employee or board member (director) of SEDA, as designated below, hereby certifies that I have received, read carefully and understand the SEDA Policy, Procedure and Procurement Manual (Manual), and if an employee of SEDA, that I have also received, read carefully and understand the SEDA Employee Handbook (Handbook). Pursuant to the Manual, and, if applicable, the Handbook, I hereby also certify as follows:

Compliance with Laws, Regulations and Policies

1. In the performance of my duties as a director or employee I will not violate any laws, regulations or policies of SEDA.
2. In the performance of such duties, I was given access to all necessary resources, information or guidance in order to perform such duties in compliance with applicable laws, regulations and policies.

Confidential Information

3. In the performance of my duties as a director or employee I will not improperly use, disclose or communicate any confidential or proprietary information about SEDA, its employees, directors, customers, clientele or vendors. For purposes of this statement, confidential information shall include, but is not limited to, data, materials, plans, specifications or communications of any kind obtained from such persons or entities.

Conflict of Interest

4. Except as disclosed in accordance with Georgia law, or as disclosed below, in the performance of my duties as a director or employee I will not engage in any activity which, as defined in the Manual or Handbook, would constitute a conflict of interest, including, but not limited to the following:

- a. Participating in or influencing any transaction between or involving SEDA and another entity in which I, or any member of my family, had a direct or indirect financial interest. *“Financial Interest” means someone whom by virtue of their ownership or investment in a company is able to direct or to influence business decisions.*
- b. Having a financial interest in or holding a position of influence with any business that furnishes goods or services to SEDA. *“Position of Influence” means someone holding an influential position such as a sole proprietor, partner, member of a board of directors, an executive, or a manager.*

Financial Integrity

- 5. In the performance of my duties as a director or employee I will not make, nor was I instructed to make, any entries in the books and records of SEDA, including expense accounts, that I believe are false, intentionally misleading or that improperly omit any assets, liabilities or other transactions.

Behavior of Others

- 6. I am not aware of any directors, employees, agents of SEDA who, in connection with their work for SEDA, failed to comply with the Manual, Handbook, or conducted themselves in a manner contrary to that provided for herein.

Director Eligibility *(Paragraphs 7-11 only apply to directors)*

- 7. As of the date written below, I am a citizen of the State of Georgia.
- 8. As of the date written below, I am a resident of Chatham County.
- 9. I do not hold and have not held, within one year prior to the date of signing this statement, any remunerative public office or position or any employment for compensation, except as an independent contractor, with the United States, the State of Georgia, or any political subdivision.
- 10. During my term of appointment as a director, I will not hold any remunerative public office or position or accept any employment for compensation, except as an independent contractor, with the United States, the State of Georgia, or any political subdivision.
- 11. To the best of my knowledge, I am eligible for membership in SEDA as a director.

If you are unable to certify that any of the above assertions are true and correct, please note below the paragraph number or numbers to which you are unable to certify and explain your reasons for such inability to so certify:

For example: If you have interests in organizations with which SEDA may currently have an association or with which SEDA does business, please state the nature of the business and the process undertaken by SEDA in the approval of such business or transaction.

Except as otherwise noted in the paragraph above, I hereby certify that the statements made in the numbered paragraphs above are true, correct, and complete to the best of my knowledge, information and belief. I will re-submit a written statement when and if any changes occur from those listed above.

(Signature)

(Date)

(Title, e.g., Director, CEO)