



**SEDA Board of Directors Meeting  
Agenda  
Tuesday, October 10, 2023  
10:30 AM**

- |             |   |                 |
|-------------|---|-----------------|
| <b>I.</b>   | <b>Call to Order</b>  | <b>Hinchey</b>  |
| <b>II.</b>  | <b>Approval of Minutes</b><br>A. Approval of Minutes from September 12, 2023 Board Meeting  | <b>Hinchey</b>  |
| <b>III.</b> | <b>Financial Report</b><br>A. Approval of August 2023 Financials  | <b>Hinchey</b>  |
| <b>IV.</b>  | <b>Action Items</b><br>A. Approval of Supplemental Bond Resolution finalizing the issuance of the Series 2023 Bond for Rockingham Farms | <b>Hinchey</b>  |
| <b>V.</b>   | <b>Comments for the Good of the Order</b>   | <b>Hinchey</b>  |
| <b>VI.</b>  | <b>Adjourn</b>  | <b>Hinchey</b>  |
| <b>VII.</b> | <b>Tour of Hyundai Site for SEDA Board of Directors</b>   | <b>Tollison</b> |

**\*\* Next scheduled board meeting is November 14, 2023.**

**PROPOSED MINUTES**  
**Savannah Economic Development Authority**  
**Board Meeting**  
**September 12, 2023**  
**10:30 AM**

**PRESENT**

**Board of Directors:** Audrey King, Paul Hinchey, Scott Center, Nina Gompels, Cheri Dean, Reed Dulany, Kay Ford, Charles Roberson, Christian Demere, Joyce Roche, Karen Bogans, Bob James, Kevin Jackson

**SEDA Employees:** Jesse Dillon, Mark Sprosty, Angela Hendrix, Jennifer Collins, Liz Ely, Katie Schuck, Caleb Kitchings, Zachary Ott, Antwone Smoak, Maria Whitfield

**Guests:** Adam Fins, Xaiver Miranda, Devon Wells, Brandon Tatom, Matt Campbell, Melaney Crees, Stephanie Morell, Chester Ellis, Karen Robertson, Gaye Reese, Joseph Schwartzbert, Yuan Aung, Will Christopher, Dorie Bacon, Leon Davenport, Jason Coley, Jon Hart

**Counsel:** Jon Pannell

**CALL TO ORDER**

Chairman Paul Hinchey called the meeting to order at 10:30 a.m. with thanking everyone for being here today.

Mr. Hinchey asked Angela Hendrix if the meeting was posted, and the media notified in accordance with the Georgia Open Meetings Law. Ms. Hendrix responded yes. He then asked Ms. Hendrix if there was a quorum present to which Ms. Hendrix responded yes.

Mr. Hinchey asked that everyone in the room introduce themselves and started with having Jesse Dillon introduce SEDA's newest staff member, Zachary Ott.

**ACTION ITEMS**

*A) Approval of Minutes from May 9, 2023 and the August Board Retreat*

Mr. Hinchey asked if there were any comments or corrections to the proposed minutes from the May 9, 2023, Board Meeting or the August Board Retreat minutes that were sent via an email notification to the board members on Wednesday Sept. 6, 2023. There were no comments or corrections.

**MOTION** was made by Kevin Jackson to approve the minutes of the May 9, 2023, Board Meeting, and the August Board Retreat. The motion was seconded by Kay Ford. The board approved the minutes for both by unanimous vote.

*B) Approval of April, May, June and July 2023 Financials*

Mr. Hinchey stated that the SEDA financial statements for April, May, June and July 2023 were sent via an email notification to board members on Wednesday Sept. 6, 2023. He then called on Mark Sprosty for comments.

Mr. Sprosty stated that since the April, May, and June financials were covered at the Board Retreat in August, his comments today will be on the July statements. The July Statements of Assets, Liabilities & Net Assets (Balance Sheet) shows: Operating Cash decreased in July and the majority of that is due

to the JDA water and sewer payment which is also in a corresponding long term Other Receivable; investments had another gain and are back to the level of March 2022; and PILOT Payable is for an invoice for passthrough property taxes billed in July. Once collected, the money will be immediately sent to the County. Mr. Sprosty also stated that the July Statement of Revenues & Expenses shows healthy Net Ordinary Income for the month and year to date. His final comment was that the Financials remain in good order.

There were no questions or comments from the board.

**MOTION** was made by Scott Center to approve the April, May, June and July 2023 financial statements. The motion was seconded by Nina Gompels. The board approved the financials by unanimous vote.

*C) Approval of final bond issuance for Rockingham Farms*

Mr. Hinchey stated that Rockingham Farms was presented and reviewed in detail at the August board retreat. The Bond Resolution was sent via email to board members on Wednesday, Sept. 6. Mr. Hinchey called on Leon Davenport to give an update. Mr. Davenport reported that all site improvements have been accepted by the city. They still have a few smaller items left on the interchange, but everything is up and running. Jon Pannell stated that the motion before them is to authorize the bond resolution so that the bond validation process can begin with the Superior Court. The final terms of the bond issuance will come back to the board in October for approval.

There were no questions or comments from the board.

**MOTION** was made by Kevin Jackson to approve the bond resolution to authorize the bond in the maximum amount of \$2.6 million. The motion was seconded by Joyce Roche. The board approved the audit by unanimous vote.

*D) Approval to award the bid for the road extension at the Savannah Chatham Manufacturing Center.*

Mr. Hinchey stated that the bid form documents were sent via email to board members on Wednesday, Sept. 6. He then called on Jesse Dillon who stated that the bidding process for the extension of the road at Savannah Chatham Manufacturing Center to serve the two current Hyundai suppliers. We received two bids and opened them publicly and with the engineering contractor, Thomas and Hutton's, recommendation awarded the bid to McClendon Enterprises. The bid came in at \$1.65 million, which was under budget.

There were no questions or comments from the board.

**MOTION** was made by Kay Ford to approve to award the bid for the Savannah Chatham Manufacturing Center to McClendon Enterprises. The motion was seconded by Kevin Jackson. The board approved the motion by unanimous vote.

*E) Approval resolution authorizing a public hearing in connection with the issuance of the bond for the Marsh's on Skidaway Island.*

Mr. Hinchey stated that the resolution and was sent to board members on Friday, Sept. 8. Mr. Hinchey called on Jon Pannell. Mr. Pannell stated that SEDA was the conduit for the original financing of the bonds in 2013 and for a refinancing in 2020. They are now seeking a tax-exempt refinancing of the 2020 issue, and it requires a TEFRA public hearing in accordance with federal tax laws.

There were no questions or comments from the board.

**MOTION** was made by Nina Gompels to approve to approve resolution authorizing a public hearing in connection with the issuance of the bond for the Marsh's on Skidaway Island. The motion was seconded by Cheri Dean. The board approved the motion by unanimous vote.

**NEXT MEETING**

Mr. Hinchey reminded the group that the next scheduled meeting is October 10, at 10:30 a.m. at SEDA.

**COMMENTS FOR THE GOOD OF THE ORDER**

Mr. Hinchey asked if there were any comments for the good of the order. Kay Ford asked for an update on the Workforce Study. Maria Whitfield reported that the Carl Vinson Institute is currently summarizing the study and we should have soon.

Charles Roberson asked when we would the board would be able to do a tour of the Hyundai Motor Group Metaplant America. Jesse Dillon stated that we would look at dates to do a tour.

There being no further business, the meeting was adjourned.

Respectfully submitted,

Mark A. Sprosty  
Assistant Secretary



**Management Analysis for Board of Directors  
August 2023**

The August 2023 Statement of Assets, Liabilities & Net Assets records nearly \$13m in operating cash, a \$937k decrease from July. The GEFA account decreased \$537k as the Bloomingdale water and sewer project is complete and final construction invoices and retainage was paid in August.

Accounts receivable increased \$1.4m with the majority relating to billing of the Bloomingdale water and sewer project overages to the developers. Overages were being tracked in A/R-Miscellaneous and that account decreased by \$1.3m in August for the same billings.

The market value of investments decreased \$205k, bringing the balance to \$23.9m as of August 31.

Deferred Income decreased to \$2.8m, representing the amount of billing that has been invoiced but not yet recognized.

The August 2023 Statement of Revenues & Expenses records Net Loss of \$230k for the month. Net Ordinary Loss was \$65k due to a \$250k Incentive Expense and Non-Operating Loss was \$165k due to the loss on investments.

Year to Date (YTD) Net Ordinary Income is \$1.1m after eight months of operations, YTD Non-Operating Income is just under \$2m creating a Total Net Income of \$3m.

**SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY**  
**Statement of Assets, Liabilities & Net Assets**  
As of August 31, 2023

	Aug 31, 23	Jul 31, 23	\$ Change	Aug 31, 22	\$ Change
<b>ASSETS</b>					
Current Assets					
Checking/Savings					
OPERATING CHECKING & MM ACCTS	12,846,044.88	13,783,008.31	-936,963.43	19,155,245.05	-6,309,200.17
SOUTH STATE VETERANS PKWY CKI...	96,265.30	112,907.78	-16,642.48	11,306,216.97	-11,209,951.67
UNITED COMMUNITY BANK GEFA	2,473,451.07	3,010,585.04	-537,133.97	3,698,581.00	-1,225,129.93
Total Checking/Savings	15,415,761.25	16,906,501.13	-1,490,739.88	34,160,043.02	-18,744,281.77
Accounts Receivable	4,109,531.47	2,656,585.83	1,452,945.64	543,416.57	3,566,114.90
Other Current Assets					
A/R-MISCELLANEOUS	3,475,990.50	4,797,695.30	-1,321,704.80	4,367,769.96	-891,779.46
DEPOSITS	1,535,855.83	1,535,855.83	0.00	1,535,855.83	0.00
INVESTMENTS @ MKT VALUE	23,936,051.49	24,140,566.07	-204,514.58	22,651,242.87	1,284,808.62
PREPAID EXPENSES	31,182.00	36,558.00	-5,376.00	-9,936.00	41,118.00
Total Other Current Assets	28,979,079.82	30,510,675.20	-1,531,595.38	28,544,932.66	434,147.16
Total Current Assets	48,504,372.54	50,073,762.16	-1,569,389.62	63,248,392.25	-14,744,019.71
Fixed Assets					
ACCUMULATED DEPRECIATION	-771,948.53	-744,740.53	-27,208.00	-512,656.30	-259,292.23
BUILDINGS	7,255,331.17	7,255,331.17	0.00	7,255,331.17	0.00
FURNITURE & EQUIPMENT	724,227.38	724,227.38	0.00	709,346.19	14,881.19
LAND AND LAND IMPROVEMENTS	1,200,000.00	1,200,000.00	0.00	1,200,000.00	0.00
VEHICLES	254,767.28	254,767.28	0.00	86,091.45	168,675.83
Total Fixed Assets	8,662,377.30	8,689,585.30	-27,208.00	8,738,112.51	-75,735.21
Other Assets					
AMORTIZATION OF DEFERRED COST	-1,090,493.53	-1,067,357.53	-23,136.00	-876,202.33	-214,291.20
DEFERRED COSTS	4,602,625.93	4,602,625.93	0.00	1,752,391.58	2,850,234.35
INVESTMENT IN SEDA I, LLC	797,557.17	789,453.49	8,103.68	702,287.17	95,270.00
LEASED ASSETS	734,627.73	734,627.73	0.00	706,919.04	27,708.69
LEASED ASSETS - AMORTIZATION	-287,832.63	-275,492.42	-12,340.21	-87,655.18	-200,177.45
OTHER RECEIVABLE	5,210,289.70	5,210,289.70	0.00	215,538.00	4,994,751.70
REAL PROP.HELD-SALE/DEVELOPMENT	12,263,103.62	12,302,131.12	-39,027.50	11,406,121.06	856,982.56
Total Other Assets	22,229,877.99	22,296,278.02	-66,400.03	13,819,399.34	8,410,478.65
<b>TOTAL ASSETS</b>	<b>79,396,627.83</b>	<b>81,059,625.48</b>	<b>-1,662,997.65</b>	<b>85,805,904.10</b>	<b>-6,409,276.27</b>

**SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY**  
**Statement of Assets, Liabilities & Net Assets**  
As of August 31, 2023

	Aug 31, 23	Jul 31, 23	\$ Change	Aug 31, 22	\$ Change
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
Accounts Payable					
ACCOUNTS PAYABLE	206,426.89	986,414.06	-779,987.17	2,185,503.47	-1,979,076.58
Total Accounts Payable	206,426.89	986,414.06	-779,987.17	2,185,503.47	-1,979,076.58
Credit Cards	44,304.97	17,623.07	26,681.90	47,703.92	-3,398.95
Other Current Liabilities					
ACCRUED EXPENSES	1,981,515.13	1,950,040.13	31,475.00	2,008,748.13	-27,233.00
DEFERRED INCOME	2,837,546.86	3,528,403.11	-690,856.25	2,604,777.80	232,769.06
PILOT/VPILT PAYABLE	1,812,943.59	1,812,943.59	0.00	0.00	1,812,943.59
RETAINAGE PAYABLE	40,000.00	40,000.00	0.00	0.00	40,000.00
TENANT DEPOSITS-SEDA OFC BLDG	1,500.00	1,500.00	0.00	1,500.00	0.00
UNITED WAY PAYABLE	750.38	750.38	0.00	600.00	150.38
Total Other Current Liabilities	6,674,255.96	7,333,637.21	-659,381.25	4,615,625.93	2,058,630.03
Total Current Liabilities	6,924,987.82	8,337,674.34	-1,412,686.52	6,848,833.32	76,154.50
Long Term Liabilities					
DEFERRED INTERCHANGE COSTS	-58,139.42	-44,894.47	-13,244.95	9,357,528.75	-9,415,668.17
GEFA LOAN PAYABLE	3,830,282.76	3,830,282.76	0.00	3,830,282.76	0.00
LEASE LIABILITY	436,079.99	443,155.18	-7,075.19	530,976.46	-94,896.47
Total Long Term Liabilities	4,208,223.33	4,228,543.47	-20,320.14	13,718,787.97	-9,510,564.64
Total Liabilities	11,133,211.15	12,566,217.81	-1,433,006.66	20,567,621.29	-9,434,410.14
<b>Equity</b>					
NET ASSETS-INVSTD IN CAP ASSETS	8,933,074.09	8,933,074.09	0.00	8,933,074.09	0.00
NET ASSETS-UNRESTRICTED	56,275,293.18	56,275,293.18	0.00	58,292,271.70	-2,016,978.52
Net Income	3,055,049.41	3,285,040.40	-229,990.99	-1,987,062.98	5,042,112.39
Total Equity	68,263,416.68	68,493,407.67	-229,990.99	65,238,282.81	3,025,133.87
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>79,396,627.83</b>	<b>81,059,625.48</b>	<b>-1,662,997.65</b>	<b>85,805,904.10</b>	<b>-6,409,276.27</b>

**SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY**  
**Statement of Revenues & Expenses - Actual vs. Budget**  
**August 2023**

	Aug 23	Budget	\$ Over Budget	Jan - Aug 23	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
<b>BOND FEES</b>	20,955.00	16,100.00	4,855.00	167,643.27	128,600.00	39,043.27	193,000.00
<b>FOREIGN TRADE ZONE REVENUE</b>	20,612.00	20,000.00	612.00	156,347.00	160,000.00	-3,653.00	240,000.00
<b>INFRASTRUCTURE FEES</b>	670,019.00	721,600.00	-51,581.00	5,525,562.42	5,773,200.00	-247,637.58	8,660,000.00
<b>MISCELLANEOUS INCOME</b>	1,250.00	1,250.00	0.00	10,878.76	10,000.00	878.76	15,000.00
<b>RENTAL INCOME - OTHER</b>	1,500.00	1,750.00	-250.00	18,739.03	14,000.00	4,739.03	21,000.00
<b>TRADE SERVICES INCOME</b>	13,039.00	16,220.00	-3,181.00	200,376.00	174,940.00	25,436.00	240,000.00
<b>Total Income</b>	727,375.00	776,920.00	-49,545.00	6,079,546.48	6,260,740.00	-181,193.52	9,369,000.00
<b>Gross Profit</b>	727,375.00	776,920.00	-49,545.00	6,079,546.48	6,260,740.00	-181,193.52	9,369,000.00
<b>Expense</b>							
<b>ADMIN. OPERATING EXPENSES</b>	336,666.20	414,870.00	-78,203.80	2,579,080.44	2,934,240.00	-355,159.56	4,369,000.00
<b>ASSESSMENTS-CROSSROADS OWNERS</b>	0.00	0.00	0.00	0.00	21,000.00	-21,000.00	21,000.00
<b>DEPRECIATION &amp; AMORTIZATION</b>	62,684.21	45,400.00	17,284.21	497,694.52	363,300.00	134,394.52	545,000.00
<b>ENG,ENV,MITIGATION,SURVEY,LEGAL</b>	40,428.85	29,100.00	11,328.85	223,358.71	233,300.00	-9,941.29	350,000.00
<b>GRANT EXPENSES</b>	0.00	42,000.00	-42,000.00	0.00	333,000.00	-333,000.00	500,000.00
<b>INTEREST EXPENSE</b>	1,073.32			8,562.64			
<b>PROPERTY MAINTENANCE</b>	7,465.35	6,250.00	1,215.35	55,744.22	50,000.00	5,744.22	75,000.00
<b>SALES,MKT,PR,RES,PROJ MGT EXP.</b>	344,436.62	243,950.00	100,486.62	1,629,158.16	1,951,400.00	-322,241.84	2,927,000.00
<b>Total Expense</b>	792,754.55	781,570.00	11,184.55	4,993,598.69	5,886,240.00	-892,641.31	8,787,000.00
<b>Net Ordinary Income</b>	-65,379.55	-4,650.00	-60,729.55	1,085,947.79	374,500.00	711,447.79	582,000.00
<b>Other Income/Expense</b>							
<b>Other Income</b>							
<b>NON-OPERATING REVENUE(EXPENSE)</b>	-164,611.44	58,300.00	-222,911.44	1,969,101.62	316,700.00	1,652,401.62	500,000.00
<b>Total Other Income</b>	-164,611.44	58,300.00	-222,911.44	1,969,101.62	316,700.00	1,652,401.62	500,000.00
<b>Net Other Income</b>	-164,611.44	58,300.00	-222,911.44	1,969,101.62	316,700.00	1,652,401.62	500,000.00
<b>Net Income</b>	<b>-229,990.99</b>	<b>53,650.00</b>	<b>-283,640.99</b>	<b>3,055,049.41</b>	<b>691,200.00</b>	<b>2,363,849.41</b>	<b>1,082,000.00</b>



SUPPLEMENTAL BOND RESOLUTION

A RESOLUTION OF THE SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY (THE “**AUTHORITY**”) TO AMEND AND SUPPLEMENT A RESOLUTION ADOPTED BY THE AUTHORITY ON SEPTEMBER 12, 2023 WHICH PROVIDED FOR THE ISSUANCE OF THE AUTHORITY’S REVENUE BOND (VETERANS PARKWAY INTERCHANGE PROJECT), SERIES 2023; AND FOR OTHER PURPOSES.

WHEREAS, the Authority, by a bond resolution adopted on September 12, 2023 (the “**Resolution**”), authorized the issuance of its SAVANNAH ECONOMIC DEVELOPMENT AUTHORITY (GEORGIA) REVENUE BOND (VETERANS PARKWAY INTERCHANGE PROJECT), SERIES 2023 (the “**Series 2023 Bond**”), in principal amount not to exceed \$2,600,000; and

WHEREAS, capitalized terms used herein and not otherwise defined shall have the meanings given such terms in the Resolution; and

WHEREAS, the Resolution provides that the Authority will adopt a supplemental resolution prior to the issuance and delivery of the Series 2023 Bond to, among such other provisions as may be required, fix the final principal amount of Series 2023 Bond to be issued, provide for the final interest rate and maturity dates, and provide for any optional and scheduled mandatory redemption dates prior to maturity, if any, for the Series 2023 Bond; and

WHEREAS, a request for proposals for the purchase of the Series 2023 Bond (the “**RFP**”) has been disseminated to prospective bidders by the Authority and the City of Savannah, Georgia (the “**City**”); and

WHEREAS, prospective bidders were invited to submit proposals for the purchase of the Series 2023 Bond, as fully described in the RFP, not later than 10:00 a.m., Eastern Time, Friday, October 6, 2023; and

WHEREAS, proposals were received on the date and time set forth above, a summary of all of which proposals is attached hereto and made a part hereof; and

WHEREAS, the proposal of \_\_\_\_\_ was the best proposal with the lowest true interest cost; and

WHEREAS, pursuant to this resolution, the Authority will accept the best proposal for the purchase of the Series 2023 Bond, the best bidder having in all respects complied with the terms of the RFP, such acceptance to be approved by the City Manager of the City; and

WHEREAS, it is necessary that the Authority supplement and amend the Resolution by the adoption of this supplemental bond resolution to accomplish the foregoing.

NOW, THEREFORE, BE IT RESOLVED by the Authority, in public meeting lawfully called and assembled, and it is hereby resolved by authority of the same, that:

**1. Acceptance of Best Proposal.** The proposal submitted for the purchase of the Series 2023 Bond by \_\_\_\_\_ be and the same is hereby accepted.

**2. Maturities, Interest Payment Dates, Date, Denominations, and Other Particulars of the Bonds.** Section 202(a) of the Resolution is hereby deleted in its entirety and in lieu thereof the following is inserted:

(a) The Series 2023 Bond shall be issued in the principal amount of \$\_\_\_\_\_, shall bear interest at the fixed rate of \_\_\_% per annum, calculated on the basis of a 360-day year of twelve 30-day months. Interest on the Series 2023 Bond shall be payable on June 1 and December 1, in each year, beginning June 1, 2024 (each an “**Interest Payment Date**”), and shall mature and be paid on \_\_\_\_\_, 20\_\_, subject to scheduled mandatory redemption on December 1 of each year as follows:

<u>Year</u>	<u>Principal Amount</u>
2024	
2025	
2026	
2027	
2028	
2029	
2030	
2031	
2032	
2033	
2034	
2035	
2036	
2037	
2038	
2039	
2040	

The Series 2023 Bond as originally issued shall be lettered and numbered R-1.

**3. Optional Redemption of the Series 2023 Bond.** Section 301 of the Resolution is hereby deleted in its entirety and in lieu thereof the following is inserted:

[to be provided]

4. **Application of Bond Proceeds.** Section 501 of the Resolution is hereby deleted in its entirety and in lieu thereof the following is inserted:

**Section 501. Application of Bond Proceeds.** The proceeds derived from the sale of the Series 2023 Bond shall be applied by the Authority, concurrently with the delivery of the Series 2023 Bond to the initial purchaser thereof, as follows:

(i) all Costs of Issuance of the Series 2023 Bond shall be paid at closing directly to those persons who shall be entitled to the same, or a portion of the proceeds estimated to be sufficient to pay all or a portion of the Costs of Issuance may be deposited in the Costs of Issuance Account to be created by the Authority and disbursed in accordance with Section 502 hereof;

[(ii) a portion of the proceeds of the Series 2023 Bond shall be deposited into the Sinking Fund for the payment of capitalized interest coming due on the Series 2023 Bond through December 1, 2023; and]

(iii) the balance of the proceeds of the Series 2023 Bond shall be deposited into the Construction Fund for use in payment of the Costs of the Projects.

5. **Ratification of Resolution.** Except as specifically supplemented and amended by the provisions of this supplemental bond resolution, the Resolution adopted on September 12, 2023, is hereby ratified and reaffirmed and shall continue in full force and effect.

APPROVED AND ADOPTED in public meeting this October 10, 2023.

SAVANNAH ECONOMIC  
DEVELOPMENT AUTHORITY

By: \_\_\_\_\_  
President

[SUMMARY OF BIDS]

ASSISTANT SECRETARY'S CERTIFICATE

The undersigned Assistant Secretary of the Savannah Economic Development Authority (the "Authority") DOES HEREBY CERTIFY that the foregoing constitutes a true and correct copy of a resolution adopted on October 10, 2023, by a majority of the entire membership of the Authority in a meeting duly called and assembled and open to the public at which a quorum of members was present and acting throughout, and that the original of said resolution appears of record in the minute book of the Authority, which is in my custody and control.

(S E A L)

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Assistant Secretary  
Savannah Economic Development Authority