



2026 Business Plan



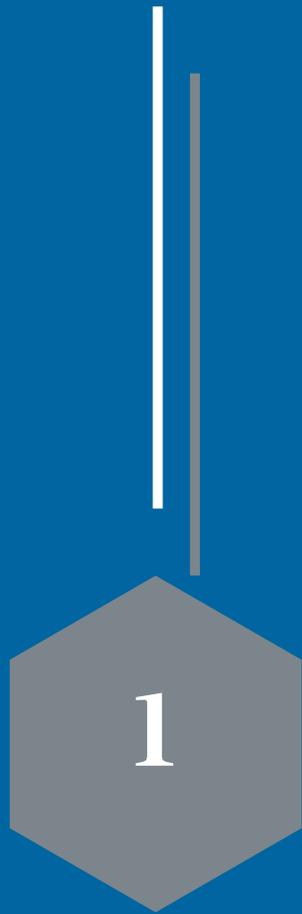


Our Mission

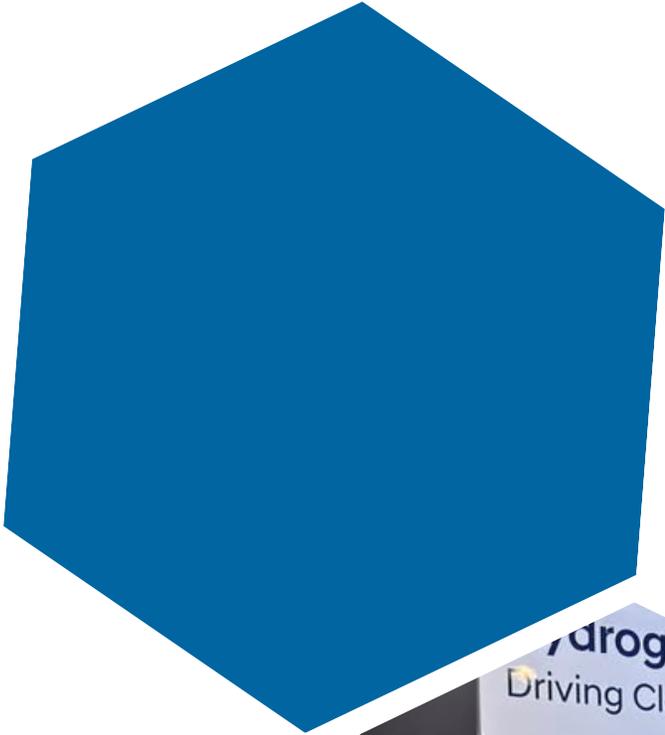
To help create, grow
and attract new job
opportunities and
investment in the
Savannah region.

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1 Business Development



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Business Development

Business retention and attraction efforts are the primary responsibilities of SEDA's business development 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

	2025 Actual as of 11.10.2025	5-year average (2020-2024)
 Expansions & Announcements	8	12
 New Job Opportunities	3,095*	1,264
 Capital Investment	\$2,812,200,000*	\$372,084,627

*Includes Hyundai Motor Group announcement of expansion to include additional 3,000 direct and indirect jobs and \$2.7 billion investment. Five-year average includes business attraction, business expansion and retention and innovation and technology. Excludes HMGMA & HMGMA Tier 1 suppliers.

	2025 Actual as of 11.10.2025	2026 Target
 New Projects	69	78
 Prospect Visits	44	66
 Existing Industry Visits	88	80
 Conferences/Tradeshows	18	20
 Educational Partnership Programs	5	5

Strategic Plan Initiatives

- Adjust 2023 Updated SEDA Incentive Guidelines to reflect SEDA Strategic Plan adopted in 2025.

Targeted Selective Manufacturing Recruitment

- Shift measurement of success from number of jobs and investment to type of jobs created, wage thresholds and impact of the operation on the community.
- Areas of particular focus for attraction efforts include but are not limited to:
 - Aerospace manufacturing
 - Automotive
 - Healthcare
 - Food and beverage manufacturing

Recognized Center for Logistics Innovation

- Develop a consortium to address logistics innovation.
- Invest in programs that develop regional high schoolers' interest and skills in robotics and simulators for technology used by regional employers.
- Organize a visit to Clemson University International Center for Automotive Research and the Deloitte Smart Factory.
- Support regional hydrogen buildout and adoption to align with the strategic goals of Hyundai Motor Group Metaplant America (HMGMA) and others.
- Pursue learning opportunities related to alternative mobility and future fuels.

Regional Destination Design Hub

- Pursue development of a dedicated maker space.
- Actively identify and visit design hubs to establish relationships and align with regional capabilities. Pitch opportunities for locating in Chatham County.

Knowledge-based opportunities

- Provide foundational administrative support to the start-up and entrepreneurship ecosystem.
- Develop and execute strategies targeting knowledge-based jobs associated with existing core industries and employers.
- Work with City of Savannah to align efforts in the Southside and Canal district to provide opportunities to attract knowledge-based job opportunities.

Business Retention and Expansion (BRE)

- 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 and strengthen the number of partners and the depth of services available to established businesses.
- Work with marketing to generate new and innovative BRE content.
- Support grant writing and submission efforts on behalf of industrial companies in Chatham County, including OneGeorgia EDGE and REBA grants.
- Collaborate, invest and showcase students in the FIRST robotics program.
- Pilot and enhance simulator programs in partnership with Savannah Chatham County Public School System.



80 existing
industry visits

Lead Generation & Marketing

- Through targeted outreach and hosting, continue building solid relationships with statewide economic development project managers, site selection consultants and local/regional/national real estate brokers.

- Achieve in-person due diligence visits from 5-10 advanced/high tech manufacturing projects.



**In-person visits
from 5-10
advanced/high
tech
manufacturing
projects**

- Apply enhanced incentives for advanced manufacturing projects offering average wages greater than or equal to 10 percent above the county average hourly wage.

- Promote Savannah/Chatham 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)
- National Business Aviation Association
- MROs America
- Southern Economic Development Council Annual Conference
- Women in Economic Development Conference
- Area Development Consultants Forum
- ACT Expo
- Select USA
- Future of Freight Conference
- Manifest
- IFT First - Food Science



**Attend 20
conferences &
tradeshows**

Business Development

- Target marketing of SCMC to high-tech manufacturing projects in accordance with the approved strategic plan.
- Achieve in-person due diligence visits from knowledge-based projects.
- Coordinate with marketing to develop and execute strategies to grow and attract food and beverage manufacturing.
- Support the marketing team in creating and collecting shareable content, including testimonials, statistics and other relevant assets.
- Support the marketing department in proactively generating content for K-12 and university educational institutions.

Business Development Support Services

- Maintain a database of relevant community information including available properties, demographics, workforce data and other information pertinent to Savannah's/Chatham's competitive advantages.
- Promptly respond to project Requests For Information (RFI's) and client/partner needs and request.
- Coordinate with research to perform fiscal impact analysis on projects with final-stage discretionary incentives.
- Continue to attend programs and conferences that allow staff opportunities to continue their education and knowledge of economic development.
- Develop materials to illustrate the existing industrial assets in Chatham County. Focus specifically on redevelopment, brownfield and reinvestment opportunities.



Promptly respond to project RFIs



Perform fiscal impact analysis on active final-stage projects

Product Development

- Complete construction of road and utility infrastructure in Savannah Chatham Manufacturing Center (SCMC) Phase II to support full build-out creating opportunities for further recruitment.
- Construct class-A office space at 905 Abercorn for use by Savannah Harbor Innovation Partnership (SHIP), Startup Savannah and partners to support effort to build and attract a knowledge-based ecosystem.
- Prioritize development of industrial inventory, primarily infill and brownfield options, to support target manufacturing pursuit efforts.
- Partner with the City of Savannah to align strategic goals with efforts to revitalize the Southside and continue efforts in the Canal District.
- Along with Chatham County and City of Savannah support “Housing United,” increasing the programmatic capability of Community Housing Services Agency to support housing development and repair in historic workforce communities.
- Partner with Chatham County to enact Commercial Property Assessed Clean Energy (CPACE), allowing commercial companies to make needed structural repairs and upgrades to save energy and water.
- Coordinate with Chatham County and the municipalities to develop a strategy for TSPLOST.

Innovation, Technology & Entrepreneurship

- Work closely with Startup Savannah and SHIP to support our region’s Innovation, Technology and Entrepreneurship investment.
- Collaborate with the Savannah Regional Film Commission to attract the entire production life cycle, including pre- and post-production opportunities.
- Collaborate with SHIP and Startup Savannah to support and provide opportunities for the region’s entrepreneurial and tech ecosystems.

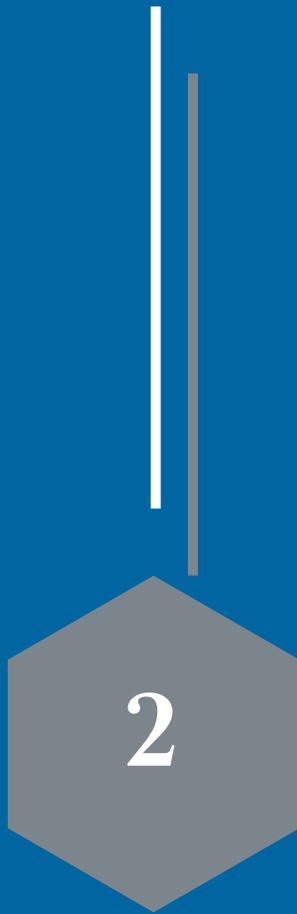
Business Development

Startup Savannah

- Invest \$450,00 in Startup Savannah as the Presenting member.
- Maintain an active board seat on Startup Savannah.

Savannah Harbor Innovation Partnership (SHIP)

- Support SHIP in partnership with Georgia Southern University and others by:
 - Maintain active board seat on SHIP.
 - Continue to work with the Georgia Centers of Innovation, Metro Atlanta Chamber of Commerce, ATDC, and others to showcase Georgia as the leader in logistics technology at conferences and potential marketing campaigns.
 - Work with SHIP to actively recruit growth-stage companies considering a location in the Southeast United States.



Savannah Harbor-Interstate 16 Corridor Joint Development Authority & Regional Development



Savannah Harbor-Interstate 16 Corridor
Joint Development Authority

BRYAN • BULLOCH • CHATHAM • EFFINGHAM

Infrastructure

- Coordinate with Georgia Department of Transportation (GDOT) on transportation improvements in North Bryan County including new interstate interchange project to support activity at Bryan County Megasite (BCMS).
- Support comprehensive surface water infrastructure and conveyance for the region as outlined in 2025 State of Georgia budget.
- Coordinate with Bryan County and City of Savannah to support regional wastewater infrastructure implementation and transition to North Bryan County Wastewater Reclamation Facility.
- Support Hyundai/LG Joint Battery in the completion of facility construction.
- Provide regional partnerships between HMGMA affiliates at BCMS including Mobis, Glovis, Hyundai Steel, Transys, Hyundai Materials and Hyundai/LG Battery JV.
- Continue to support Georgia Environmental Protection Division and Bryan County in the environmental oversight of BCMS in partnership with HMGMA and all affiliates.
- SEDA will continue to manage the Savannah JDA with Bryan, Bulloch and Effingham development authority partners.

Suppliers

- Market and attract Tier I, Tier II and Tier III HMGMA suppliers to the region.

Grants

- Assist Allen-Smith Consulting in the administration and management of the HMGMA REBA grants for BCMS.
- Promptly respond to HMGMA REBA drawdowns.
- Manage and execute HMGMA supplier grants for infrastructure improvements.

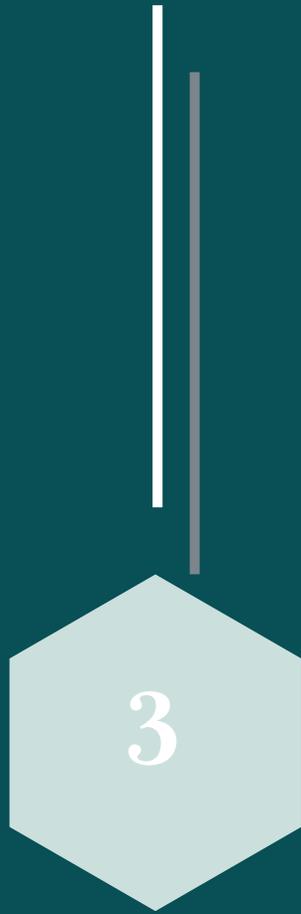
Regional Development

Marketing

- Manage strategic marketing plan that keeps target audiences informed of HMGMA and HMGMA supplier news and progress.
- Respond to and manage media relations for the Savannah JDA in regard to HMGMA and HMGMA suppliers.
- Continue to work with Savannah JDA partners on regional marketing efforts.

Administration & Accounting

- Oversee accounting for grants associated with HMGMA.
- Manage finances consistent with budget for Savannah JDA.
- Coordinate Savannah JDA board of directors meetings.



Regional Industry Support Enterprise



RISE |

Regional
Industry
Support
Enterprise

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RISE

Formed in 2024, the mission of the Regional Industry Support Enterprise (RISE) is to be the key facilitator of industry support services and workforce development in the Savannah/Chatham region.

RISE is focused on key areas of workforce development to include K-12 education, higher education, housing, military, transportation, underrepresented, childcare and marketing. Employer forums are also an emphasis.

In 2026, RISE will serve eight counties: Bryan, Bulloch, Candler, Chatham, Effingham, Evans, Liberty and Screven.



Organizational

- 501(c)(3)
 - Identify/contract with consultant to assist with development of funding priorities, award guidelines, target fundraising goals, etc.
 - Finalize status with IRS.

- 501(c)(6)
 - Develop policy priorities/advocacy plan guidelines.
 - Update the regional workforce study.
 - Plan best practices trip.
 - Continue to support career fairs in the region, as appropriate.

 **Consultant to assist with development of 501(c)(3)**

 **Update regional workforce study**

Higher Education

- Work with Career Services to potentially set up evening and/or weekend events for students and industries to connect.

- Utilize employer forums to share information about apprenticeship programs.

- Expand the Building Your Future: Career and College Showcase.

K-12 Education

- Expand Building Your Future: Career and College Showcase.

- Expand Regional Educator Externship Program.

- Continue 8th Grade Experience.

 **Continue 8th Grade Experience**

Military

- Work to increase awareness and utilization of the SkillBridge program.

- Develop networking opportunities for industries to meet and connect with military populations.

Transportation

- Continue to support Georgia Department Of Transportation Commuter Feasibility Study.

 **Develop resource toolkit for homebuyers and renters.**

Housing

- Develop a resource toolkit for homebuyers and renters.

Childcare

- Create a small group to participate in a strategic planning session to assess the results of the childcare study and develop a plan of action and suggested path forward to the Childcare Working Group and RISE board for approval.

Underrepresented

- Continue to partner with EOA on an annual hiring event.
- Explore a re-imagining of the RISEup program.

Marketing

- Continue Succeed in Savannah campaign and other marketing initiatives.
- Develop K-12 campaign that targets students, parents and educators.
- Expand Industry Insiders.



K-12 marketing campaign



Annual Wage & Benefits Survey

Employer Forums

- Continue to support forums throughout the region allowing attendees to learn about best practices, share information, and network.
- Continue to administer the annual wage and benefits survey.



World Trade Center Savannah



WORLD TRADE CENTER®
SAVANNAH

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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 (WTCA), 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

	2025 Actual as of 11.10.2025	2026 Target
 Partner/Sponsor Revenue*	\$271,325	\$275,000
 Foreign-Trade Zone Revenue	\$311,671	\$330,000
 Trade Service Projects	115	117
 Trade Service Hours	570	580
 Inbound & Outbound Delegations	16	18

City of Savannah Partnership

- Maintain partnership as the Founding Partner.
- Serve as the support arm for all international business matters.
- Host the Greater Savannah International Alliance (GSIA) Mayor's International Luncheon.
- Support trade efforts for the Greater Savannah Ghana Alliance.



Maintain City of Savannah partnership



World Trade Center Savannah

Partners

- Generate revenue through partners & sponsorships.
- Conduct annual strategic meetings with each partner to review goals, discuss current needs and identify new collaboration opportunities.
- Host a manufacturing-focused briefing and tour for WTCSav Board and partners to foster cross-sector collaboration and deepen understanding of the regional manufacturing ecosystem.
- Bring valuable education and networking programs into regional counties.
 - Regional Good News and Global Education Training in partnership with Georgia Power.
- Support Economic Development partners through research and support.



\$275,000 in partner & sponsorship revenue

Foreign-Trade Zone (FTZ)

- Promote and grow active participation in FTZ 104 and support existing operators with challenges and growth opportunities.
- Host an auto manufacturing and supplier network FTZ event in partnership with the Georgia Department of Economic Development.
- Participate in and host FTZ educational courses.
- Advocate for the FTZ program and participating companies alongside the National Association of Foreign-Trade Zones.

Global Education and Networking Programs

- Host Prosperity Through Trade Luncheon.
- Design, plan and execute a minimum of eight programs to focus on quality, relevance, interest and attendance.
- Generate revenue through attendance.



Eight Global Education Programs

TradeBridge

- Identify and support Georgia companies with interest in trade with and/or through Ireland.
- Connect with GDEcD International representatives in Ireland and WTC Dublin to further strengthen our partnership.
- Partner to create web and social media presence in both countries, to include highlighting current companies in the program with company profiles and regional objectives.
- Lead and support in/outbound business trade missions from to/from Ireland.
- Explore launching a short-term accelerator (virtual or hybrid) for Irish and Georgia-based SMEs preparing for market entry. Opportunity to network, knowledge share, and build recognition across the Atlantic while meeting with other accelerators in both countries.



Support Georgia companies with interest in trade with Ireland



Inbound and outbound trade missions with Ireland

Inbound/Outbound Delegations

- Lead and support outbound mission to WTCA Global Business Forum.
- Utilize inbound/outbound trade missions to explore opportunities for established businesses looking to expand and or trade internationally.
- Develop and support outbound business mission at the request of our partners looking to expand and or trade internationally.
- Explore an outbound trade mission in partnership with a WTCA member.

Research, Trade Services and FDI Support

- Perform customized research specific to partners and/or other World Trade Centers within the partner's timeline, goals and objectives.
- Maintain country briefing and protocol sheets for partners and board members.
- Generate a briefing book in advance of WTCA Global Business Forum.

World Trade Center Savannah

Target Countries

- Visit all Consulate & Bi-National Chamber offices in Atlanta annually building out Consulate networks and relationships.
- Connect with the Consulates that support our region to explore relevant joint programming to highlight country/region and economic opportunity.
- Partner with the UK Consulate in Atlanta to host a Southeast Georgia–UK Trade Day, emphasizing creative industries, heritage tourism, and logistics, building on the 200th anniversary of the first British Consulate in Georgia.
- Promote and support Georgia companies by leading a business delegation to Southeast U.S.-Canadian Provinces Alliance (SEUS) in Greenville, S.C.

Community Development

- Promote WTCSav's services through speaking engagements, panels and strategic meetings.
- Facilitate connections between potential partners and key regional resources.
- Participate monthly in relevant organizations (e.g., trade groups, civic associations).
- Focus on mission-aligned sponsorships opportunities, exposure and partner lead development.

Marketing & Public Relations

- Update the existing web site to highlight current activities, opportunities and areas of focus and build out TradeBridge page.
- Send quarterly email with World Trade Center Savannah news and stories.
- Create and publish content for social media highlighting WTCSav resources, activities, partners and relevant articles.
- Create new PowerPoint presentations for each audience, international delegates and local partners.
- Establish process to capture in Salesforce all WTCSav interactions with people and companies.

World Trade Center Savannah

Board Relations and Participation Standards

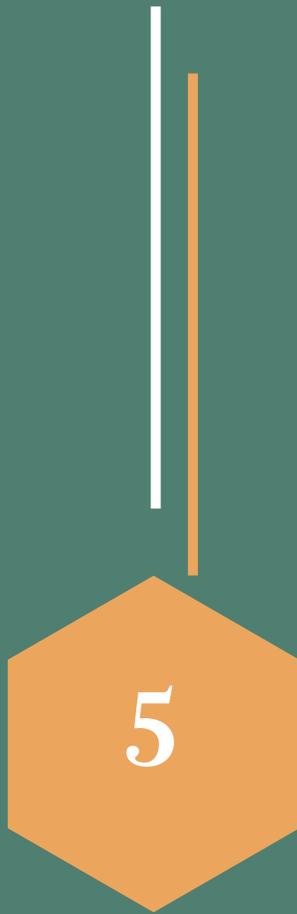
- Continue mission driven board led and measured by past chair to align board participation with mission and vision.
- Encourage each board member to secure two sponsorships for Prosperity Through Trade Luncheon and/or other programs.

World Trade Centers Association Network

- Participate in World Trade Centers Association Global Business Forum, Member Meeting and Regional Seminars to personally connect to the network of 300+ World Trade Centers.
- Utilize WTCA Board of Director position to advocate for continued improvement of the brand and network along with elevating our region on the global stage.
- Maintain WTCA Premier Accreditation.

Internship Program

- Maintain year-round program, offering Fall, Spring and Summer.
- Conduct intern recruitment on local college campuses (Georgia Southern University, SCAD and Savannah State University) annually. Build faculty relationships to promote WTCSav's impact and opportunities.
- Promote employment opportunities to graduated interns.



Savannah Regional Film Commission

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Savannah Regional Film Commission

The Savannah Regional Film Commission (SRFC), 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/Chatham 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/Chatham region. We also provide location assistance and coordination with local crew and support services.



Economic Development Outcomes

	2025 Actual as of 11.10.2025	5-year average (2020-2024)
 Direct Spend	\$5,263,750	\$89,401,472
 Professional Productions	50	72
 Location Packages Created	76	93

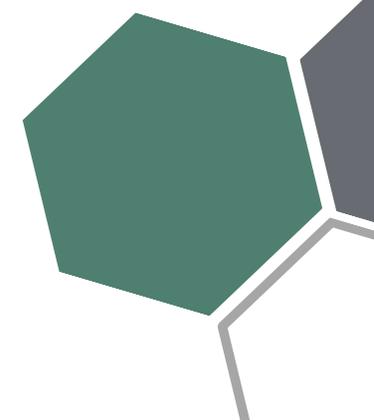
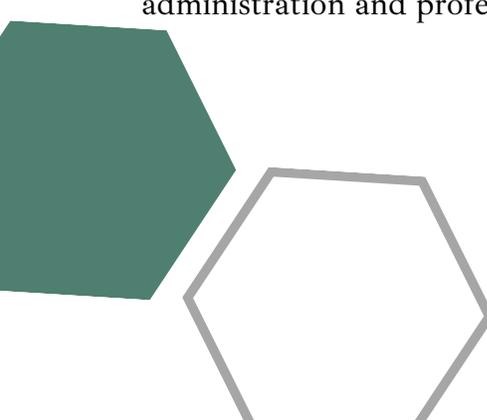
- Maximize local economic impact from entertainment productions by actively recruiting film, television and commercial projects to the Savannah/Chatham region. Encourage productions to utilize local businesses and employ local crew and work closely with production staff to increase local spend.
- Cultivate, maintain and establish new relationships with key production executives, major studios, independent production companies and producers and post-production facilities in order to recruit productions to the Savannah/Chatham region.
- Promote and administer Savannah Entertainment Production Incentives, including the Production Incentive, Bonus Local Crew Incentive and the Soundstage Incentive with professional accounting support.
- Coordinate incentive program in alignment with the Georgia State Production and Post-Production Incentives, ensuring transparent administration and professional accounting oversight.



Maximize local economic impact



Promote and administer Savannah/Chatham Incentives



Savannah Regional Film Commission

- Addition of Low-Budget Independent Production Incentive that is a 10 percent rebate on qualified spend with a cap of \$100,000 per project. Details include:
 - Minimum total production budget of \$1,000,000.
 - Minimum qualified spend of \$500,000 in Chatham County.
 - Main production office must be located in Chatham County.
 - 50 percent of principal photography days must take place within 60 miles of Savannah City Hall.
 - Project must be independently financed and not produced, co-produced or distributed by a major studio or network at the time of application.
 - Must add SRFC's Executive Director and Manager of Operations to distribution list during preproduction and production, including: Call Sheets, Crew List, Vendors' List, Script, Schedules, Day Out of Days, Safety Memos, Location Notification Letters and all memos and correspondence pertaining to the Chatham County community.
 - Must provide all necessary documentation for audit of application (including the ledger and exhibits) within 120 days of completion of principal photography. If post-production takes place in Chatham County, this deadline shall be extended until 120 days from the completion of Chatham County post-production.
 - Display the SRFC logo in end credits. Placement must come immediately after the Georgia logo.
 - Bonus Incentive: If 50 percent of crew listed on the final official and distributed Crew List are located within 60 miles of Savannah City Hall and their primary residence is in the state of Georgia, an additional \$10,000 bonus will be awarded to productions that qualify for the Low-Budget Independent Production Incentive.
- Market the Savannah/Chatham region through key media publications and outlets, both nationally and internationally.
 - Produce updated show reel showcasing Savannah region's diverse filming locations.
 - Create promotional videos including "Film Business is Good Business."
 - Develop photo and video assets for web, digital and social media campaigns.
- Communicate regularly with the community and key stakeholder groups regarding the role of the SRFC and the benefits of film and television production through meetings, presentations, special events, email updates and editorials.



Addition of Low-Budget Independent Production Incentive

Savannah Regional Film Commission

- Sponsor and promote local crew training workshops, classes and information sessions.
 - Quarterly Production Assistant (PA) Training
 - Location Managers Guild International Workshops
 - Film Accounting Courses
 - Hair and Makeup Training
 - Grant Writing Workshops
 - IATSE Local 491 Information Sessions
- Promote the Savannah/Chatham region at strategic film and television marketing festivals, events and conferences such as, but not limited to:
 - Sundance Film Festival
 - SXSW Film Festival
 - Cannes Film Festival
 - Georgia Night in Los Angeles
 - AFCI Week
 - American Film Market
 - SCAD Savannah Film Festival
 - Toronto International Film Festival
 - International film festivals, industry conferences, expos and events as appropriate
- Serve as liaison between production companies and local municipalities and other government agencies such as permitting offices, Georgia Department Of Transportation, Department of Natural Resources, law enforcement agencies, federal and state parks. Partner with the City of Savannah Special Events, Film and Tourism office to implement Eproval software to streamline film permitting process.
- Provide onsite assistance to productions working in the Savannah/Chatham 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/Chatham region crew, businesses and film-friendly locations. Promote and grow the list of film locations and vendors.
- Maintain website, social media accounts and promotional materials.



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

Savannah Regional Film Commission

- Collaborate with local, regional, state organizations, educational institutions as well as local festivals and screenings such as Savannah Women in Film and Television; Georgia Entertainment News; Savannah Filmmakers; Georgia Production Partnership; Georgia Screen Entertainment Coalition; Georgia State Film Office; Georgia Film Academy; Savannah Film Academy; Savannah Technical College; SCAD; Savannah State University, Georgia Southern University, Golden Isles Film Festival, Hindsight Film Festival and Atlanta Film Festival. Facilitate, plan and host location scouts for productions considering the Savannah/Chatham region.
- Maintain Association of Film Commissioners International (AFCI) membership and participate in training programs for certification.
- Focus on long-term initiatives to support continued growth of Savannah/Chatham region's film industry, including, but not limited to:
 - Encourage and facilitate post-production industry development to support a full ecosystem of content creation in the Savannah region.
 - Advocate for a regular direct flight from Los Angeles to Savannah.
 - Renew region's commitment to independent productions with additional incentive tier.
 - Encourage development of purpose-built sound stage and supporting infrastructure.
 - Continue efforts to expand local crew base through education and training.
 - Continue outreach to businesses and support services to create local film-friendly vendors while encouraging established production vendors to expand to our region.



Marketing & Research

Marketing & Research

- 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 2026 business plan.
- Plan two media trips to meet with top tier media.
- Redevelop business development marketing materials to align with strategic plan including:
 - Website
 - Video(s)
 - Sales Kit
 - Presentation
- Create and manage content creation for marketing platforms including but not limited to:
 - Social Media
 - Blog posts
 - Video
 - Website
 - Newsletters
- Redevelop quarterly newsletters for SEDA and WTCSav.
- Manage content and create presentations for community messaging.
- Develop and maintain strategic media relationships on local, regional and national level.
 - Significant announcements and news pushed to media outside Savannah/Chatham market.
 - Respond to open records requests.



Two media trips



Redevelop business development marketing materials



Content creation



Redevelop newsletters



Marketing & Research

- Manage Savannah JDA communications.
- Manage and execute RISE marketing campaigns including Succeed in Savannah and K-12.
 - Manage regional job board to ensure accuracy and representation from all eight RISE counties.
- Manage and maintain accurate and up to date data, accolades and other information to support the organization's needs.
- Develop and maintain key regional resource relationships.
- Cultivate a regional research partnership approach with other counties.
- Continue education in C2ER Research Analysis and Presentation, Esri and other areas.
- Support SEDA business development by:
 - Promptly responding to business development project RFIs, client/partner needs and requests and internal data requests.
 - Performing fiscal impact analyses for incentivized projects.
 - Managing the Project Verification process.
 - Track and report on 5-year averages and other historical SEDA data for benchmarking and the annual business plan.
- 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.
 - Leading Savannah's/Chatham's participation in the Council for Community and Economic Research's Cost of Living Index three times per year.



Manage regional job board



Manage and maintain accurate data



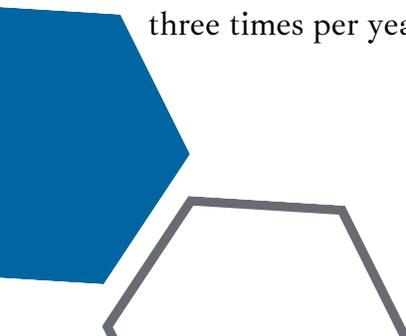
100 percent of all incentivized projects have fiscal analysis completed

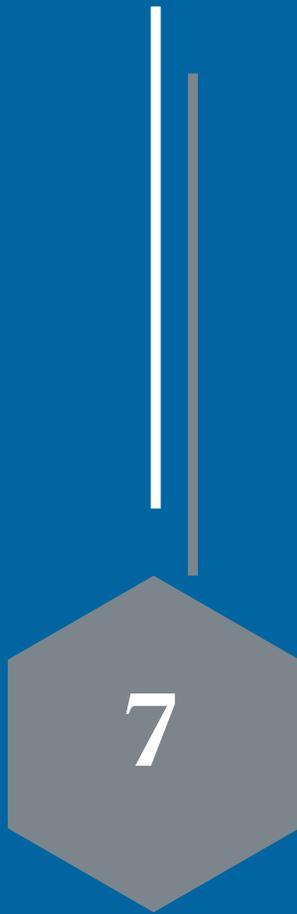


Perform fiscal impact analysis on active final-stage projects



Three COLI price collections annually





Finance, Property & Administration

Finance, Property & Administration

- Oversee annual financial audit.
- Manage finances consistent with budget:
 - SEDA
 - WTCSav
 - RISE and RISE Foundation
 - Savannah JDA
 - SCMC Owners Association
 - Crossroads Owners Association
- Facilitate investment policy review.
 - Solicit Request for Proposals for investment services.
- Manage development of construction and funding:
 - 905 Abercorn
 - SCMC improvements/SPLOST funding
 - Bryan County Megasite
- Management of new and existing lease agreements.
- Management of office building.
- Management of properties held for development.
- Host annual and monthly board meetings.
- Ensure new SEDA board members and staff receive economic development training class.

