

Brunswick & The Golden Isles of Georgia

From the Director's Desk

Welcome! It is with much enthusiasm that we present the inaugural edition of our quarterly eNewsletter, *Tradewinds*. As with any publication of its nature, the intent behind *Tradewinds* is to keep you – our stakeholders, prospects and allies – informed and up-to-date on newsworthy events that impact the economic development landscape in Brunswick and the Golden Isles of Georgia.

Many of you may be asking, “Why now?” and the answer is simple; Glynn County is experiencing unprecedented growth and development. And whether it be the soaring annual growth in tonnage passing through the Port of Brunswick, the new state-of-the-art Outpatient Care Center at the Brunswick Campus of Southeast Georgia Health System, the inviting new \$11 million passenger terminal at the Brunswick Golden Isles Airport, or my organization's own recent purchase of 687 development-ready acres on I-95 (see article at left), it is obvious to all that Glynn County now finds itself on the cusp of some very special things – all things that we feel will be of keen interest to each of you over the coming months. So without further adieu, we present *Tradewinds*. Please consider it your direct pipeline into the “Culture of Progress” that is now defining our little corner of the world.



Happy Reading,

S. Nathan Sparks, CECd

Executive Director

Brunswick and Glynn County Development Authority

Breaking News >

Development Authority Land Acquisition Positions Glynn County for Future Success

Brunswick, GA - The Brunswick and Glynn County Development Authority recently announced that it has completed the purchase of 687 acres from TE Consolidated LLC, the US operating subsidiary of Australia's ILUKA Resources. The parcel is located immediately west of Interstate 95, between Exits 38 and 42 in Glynn County and includes more than 8000' of Interstate frontage. The total transaction was valued at \$14,909,950.

In the works for several months now, the acquisition gives Glynn County its first Interstate site specifically targeted for industrial job creation and investment.

“Unlike many Interstate communities, Glynn County lacked a world class industrial site to offer to prospective businesses that value direct Interstate proximity,” stated Nathan Sparks, executive director of the Brunswick and Glynn County Development Authority. “Now, with the finalization of this acquisition, we have one of the best Interstate sites not only in southeast Georgia, but in the entire state for that matter,” Sparks continues, citing the site's existing water and sewer infrastructure, high topographical elevations and proximity to the growing ports in Savannah and Jacksonville as reason for his optimism.

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BUSINESS EXPANDS WITH HELP FROM LOAN

Glynco Machine Company is expanding its business! Glynco Machine, the oldest tenant in the Brunswick-McBride Industrial Park, needed to upgrade their equipment to attract new customers and expand sales. Glenn Tuttle, owner of Glynco Machine, stated, "we really needed to modernize our facility so we could compete for new contracts. The new computerized lathe we've just purchased, through the help of the Glynn County Economic Development Revolving Loan Fund revolving loan fund, will fill this need. We can now produce high quality, custom shafts up to 60" in length." As a result of the new equipment, Tuttle expects to add five to seven jobs in the near future, with the possibility of even more.

The EIP (Employee Incentive Program) Loan program from the Georgia Department of Community Affairs (DCA) is designed to assist new or existing businesses create jobs. The initial EIP Loan for Glynn County (\$200,000) in 1987 assisted International Auto Processing Company in setting up their vehicle processing operations on Colonel's Island. As they repaid this loan, these funds went into a revolving loan fund held by Glynn County. Since then, a second EIP Loan for \$400,000 was granted for a portion of the construc-

tion of the Kellogg/Keebler Distribution Center, which opened in 2002.

"Through repayment of these two loans, the Glynn County fund had grown to over \$175,000 by this summer," according to Nathan Sparks, Executive Director of the Brunswick and Glynn County Development Authority. Sparks added, "if you don't re-use these funds in a timely manner, DCA can reclaim them and send them to another county for use. We certainly didn't want that to happen!"

"Perfect timing," responded Glenn Tuttle. "We needed the new equipment and the Development Authority suggested we utilize some of these funds for our purchase." The request for using the funds had to be approved by the Glynn County Board of Commission, however, that approval was granted in their October 19th Commission Meeting.

Ken Farrell, current chairman of the Development Authority, said, "we want other Glynn County businesses to consider using the revolving loan fund to expand their operations as well. As others utilize these funds and then begin paying them back, Glynn County businesses will have access to a perpetual source of expansion funding."

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Development Authority chairman Ken Farrell echoes Sparks' enthusiasm in pointing out that the site allows for the recruitment of large distribution centers that otherwise might not have considered a Glynn County locale. "With one of our organization's stated goals being to focus on distribution as a target in-

dustry, we simply could not pass up an opportunity to purchase a site that has virtually all the amenities that companies operating within that sector value."

Current plans call for developing some 300 acres of the property as a distribution-specific industrial park while selling off the remaining

350+ acres.

The Development Authority cited early interest from two big box retail distributors as evidence of the site's marketability. "The interest from these companies came just as we were getting serious in our discussions with ILUKA, and while these specific opportunities may not come to pass, we know the site

was held in high regard by both companies," stated Tony Sammons, immediate past chairman of the Development Authority.

ILUKA Resources originally purchased the site in 2002 with the intention of mining it for titanium deposits but shelved those plans in late 2005.



Thanks to the EIP (Employee Incentive Program) Glenn Tuttle, (above) owner of Glynco Machine Company, was able to purchase the computerized lathe machine shown above. Glynco Machine, the oldest tenant in the Brunswick-McBride Industrial Park, anticipates the new machinery could add up to seven jobs.



Representatives from the Brunswick Golden Isles Chamber of Commerce, the Brunswick and Glynn County Development Authority, the Downtown Development Authority, the University of Georgia's Small Business Development Center, as well as individuals from the community's banking, small business and governmental sectors, display a banner signifying Glynn County's "Entrepreneur Friendly" Designation awarded to them by the state.

GLYNN COUNTY RECEIVES "ENTREPRENEUR FRIENDLY" DESIGNATION

Representatives of the Georgia Department of Economic Development's (GDEcD) Entrepreneur and Small Business Office were in Glynn County on December 5 to review the work of a committee of local leaders identifying themselves as "Enterprise Glynn", and to ultimately award the "Entrepreneur Friendly Community" designation to Brunswick and Glynn County.

Comprised of representatives from the Brunswick Golden Isles Chamber of Commerce, the Brunswick and Glynn County Development Authority, the Downtown Development Authority, the University of Georgia's Small Business Development Center, as well as individuals from the community's banking, small business and governmental sectors, Enterprise Glynn was formed some 15 months ago with the specific purpose of pursuing GDEcD's Entrepreneur Friendly Community designation.

The Entrepreneur Friendly designation recognizes communities who have undergone an extensive process including, most notably, interviewing and surveying local entrepreneurs, identifying local entrepreneurial resources and, ultimately, developing new resources and programs to benefit this group of businesses.

In referring to his decision to become involved with the committee, Brunswick and Glynn County Development Authority executive director Nathan Sparks stated, "Small business has long been the backbone of the American economy, with more jobs attributed to small business than to any other sector, and insuring this sector's long term vitality in Brunswick and Glynn County has become increasingly important in light of the continuing surge in global competition and eCommerce."

Several programs geared toward improving local conditions and opportunities for

entrepreneurs / small business owners are expected to come out of the Enterprise Glynn initiative, with the results of the survey being used to determine which programs are most needed and thus rolled out first.

One such program – Jump Start – is already up and running. Administered by the Downtown Development Authority with resources made available by the Brunswick and Glynn County Development Authority, Jump Start is designed to provide critical start-up resources to new businesses opening in downtown Brunswick.

"The program is a direct result of our Enterprise Glynn survey effort which identified start-up capital as one of the biggest hurdles that small businesses face," stated Mathew Hill, chairman of Enterprise Glynn and executive director of the Downtown Development Authority.