



*A biannual publication of the Brunswick and Glynn County Development Authority*

# TRADEWINDS

## SCOJET, INC. LANDS IN GLYNN

Scojet, Inc. and the Brunswick and Glynn County Development Authority recently announced that the company will be relocating its corporate headquarters and primary manufacturing operations to Glynn County, Georgia. Currently located outside of Augusta, Georgia, Scojet has three distinct divisions – Precision Engineering, Manufacturing and International Sourcing. The company also owns and operates a manufacturing facility in Ningbo, China.

Scojet will acquire Lots 2 and 3 in Glynn County's North Glynn Commerce Park, for a total site of approximately four acres. The company has also agreed to enter into a purchase option agreement for Lots 4 and 5, representing an additional four acres. Shortly after finalizing the acquisition, the company will begin constructing a 14,479 SF state-of-the-art facility that will include office, manufacturing and warehouse space. Scojet intends to complete construction and occupy its new facility by the third quarter of 2012.

"Since beginning conversations with Scojet some two years ago, we have developed a true appreciation for their ingenuity and commitment to growth. Despite having been in business only 10 years, they have successfully developed customer relationships with some of the world's more recognizable manufacturers", stated Nathan Sparks, director of the Brunswick and Glynn County Development Authority.

Scojet's Precision Engineering unit has provided design services for a host of noteworthy companies including John Deere, Club Car and Ariens Company, while the company's manufacturing unit produces products for industries ranging from aerospace to medical.

As a result of the move, Scojet expects to relocate 7 - 8 management and manufacturing personnel to Glynn County. Soon thereafter, the company will begin hiring locally and expects to hire up to 50 people over time.

"The first few positions hired in Glynn County will be the beginning of what we believe will be significant growth for us over the coming years. Frankly, we were constrained in our Augusta facility with no room to expand. With ample opportunity to grow as a result of this move, our hope is to grow the business such that continued employment growth is a necessity," stated Gary Trzcianka, CEO of Scojet, Inc.

In order to entice Scojet to locate in Glynn County, the Brunswick and Glynn County Development Authority offered a location package that included discounted land pricing, favorable option terms and a grant from the Authority's "Share the Future" discretionary incentive fund which will be used to provide assistance with building permits and to relocate machinery from the company's Augusta facility.

"Both the Development Authority and the Glynn County community have already been great partners to us as we've worked to make the final location decision. We have no doubt that this relationship will only grow as we transition our business to the area," stated Gary Trzcianka.

Greetings from the Golden Isles! A wise old prophet once said "time flies when you're having fun" (OK, admittedly, I don't know how old or wise the person who coined the phrase might have been, but there is clearly an element of truth to the statement!) With 2011 quickly winding down, I find it hard to believe that yet another year is nearly complete. Fortunately for us (and despite "strong headwinds" as Chairman Bernanke might say), a number of projects have made job creation commitments to Brunswick / Glynn County during this year.



First, Darden Restaurants committed to investing \$4.5 million in constructing a new Olive Garden / Red Lobster "synergy" restaurant in Brunswick. This facility will only be the Fortune 500 Company's second synergy restaurant in the country and is expected to generate some \$400,000 in sales tax revenue each year while employing 175.



**BRUNSWICK  
AND THE GOLDEN ISLES**  
*Georgia's Golden  
Opportunity*

Next, eBay subsidiary GSI Commerce committed to a significant expansion of its Glynn County customer care center. Following a competitive process that involved reviewing multiple communities, GSI opted to relocate from its existing 20,000 SF space to a larger 35,000 SF space that was reconfigured specifically for their needs (read more about this project on Page 2). The company currently employs approximately 330 full-time permanent employees and has immediate plans to bring on another 500-700 seasonal employees in the near term – with many of these being transitioned to permanent employment following the holiday season.

Last but certainly not least, Scojet Inc. announced that they would be relocating their corporate headquarters and primary manufacturing operations to Glynn County (see article at left). With 50 new manufacturing-related jobs anticipated, this was welcome news to all.

Please join me as we celebrate these three organizations and applaud them for investing in the future of our dynamic community. Here's to an even stronger 2012 for everyone!

Warm regards,

S. Nathan Sparks, CEcD  
Executive Director

## GRAND OPENING OF NEW FACILITIES IN GLYNN COUNTY

The Grand Opening of GSI Commerce's new Customer Care Facility located in Glynn County was held on September 22, 2011. The newly renovated, 35,000 sq. foot building, located at 3045 Scarlett Street in Brunswick, Georgia, will be home to hundreds of new employees during the coming months.

Jesse Korella, Vice President of Customer Care for GSI, told the assembled crowd, "GSI enables e-commerce multi-channel retail marketing services for global enterprises both here in the U. S. as well as internationally." He went on to say, "we are proud of the partnership we have with the State of Georgia, the City of Brunswick and the great people of this area. We have grown with the help of the talented individuals who work here at GSI and the commitment from the community," said Korella.

GSI provides e-commerce services to a number of world class brands such as Keurig coffees and Godiva chocolates. "This new facility will have around 300 full-time jobs, but will grow by 750 additional seasonal employees during the holiday season," Korella added. Some of the new jobs added will be on a flexible, "Work at Home" program which provides work-life balance opportunities. Dan Cunningham, Senior Director of Customer Care for GSI, told the group, "e-commerce has been a bright spot for retailers for the past several years, and we expect strong growth as we head into this year's holiday sea-

son." Last year, GSI fielded about 2,000,000 phone calls at the Brunswick Center. Cunningham added, "we expect this year's total to be even higher."

M. S. "Tee" Tolleson, Jr., Board Member of the Georgia Department of Economic Development, said, "On behalf of the Department, we are very pleased that GSI Commerce has chosen Georgia as a place to expand its business and grow its employment base." He added, "we believe GSI

has made an excellent decision to stay and make this expansion here in Glynn County." Dave Erickson, Chairman of the Brunswick and Glynn County Development Authority told the group about the cooperation received from Konover South, owner of the renovated facility, to help GSI remain in Glynn County. Erickson added, "Konover South has already proven to be a willing and able landlord. Bill

Powell and his team deserve our thanks for helping make this expansion possible." Following the official ribbon cutting ceremony, with Glynn County Commission Chairman, Tom Sublett doing the honors, GSI conducted tours of their new facility and explained how their operations take place. Later, all visitors were provided a delicious lunch hosted by GSI.



**Glynn County Commission Chairman Tom Sublett and other community leaders join GSI Commerce executives Jesse Korella and Dan Cunningham in cutting the ribbon on the company's new facility**



## PORT OF BRUNSWICK RECORDS A STELLAR PACE IN 2011

“The Port of Brunswick yielded record volume in auto and machinery units during FY 2011,” said Curtis Foltz, Executive Director of the Georgia Ports Authority at the annual State of the Port Luncheon on October 5, 2011 at the King & Prince Hotel on St. Simons Island. “In addition” he added, “breakbulk volume soared with increases in wood pulp and liner board.” During FY 2011, 465,341 auto and machinery units passed thru the Colonel’s Island Port, an increase of 40.1% over the previous year and over 25% above the previous yearly record set back in 2007.

The number of Roll-On/Roll-Off (Ro/Ro) vessels that called on the Brunswick Port during FY 2011 totaled 509, an increase of 18% over FY 2010. One of those vessels, the Tonsberg, operated by Wallenius Wilhelmsen Logistics, was the world’s largest RoRo ship in the world, with a length of 869 feet and a cargo capacity of 4,874,000 cubic feet. Mr. Foltz said “the arrival of the Tonsberg is a view into the future as the Port of Brunswick continues to serve as a strategic gateway for the movement of automobiles, construction and agriculture equipment.”

Of particular note, Foltz indicated the rapidly rising prominence of the Brunswick Port among the other U. S. automotive ports. In FY 2011, the Brunswick Port ranked 5th among U. S. ports in total overall auto tonnage with 897,152 tons. However, for importing autos during the same period, Brunswick’s Port ranked 3rd at 700,813 tons, just behind Los Angeles, CA and Newark, NJ. Foltz went on to say, “Brunswick’s share of the U.S. Ro/Ro market share (based on tonnage) has shown remarkable growth over the past 4 years, rising to a 9% share during FY 2011.”

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– **Curtis Foltz**, Executive Director of the Georgia Ports Authority

Mercedes-Benz, BMW, Hyundai and KIA, continue to utilize the Brunswick Port in greater numbers every year”, Foltz added. Of particular note, he added, “is the fact that Brunswick is also becoming the gateway for export of autos manufactured in the U. S. by Mercedes-Benz, BMW and Daimler/Freightliner.”

Foltz then explained that the continued growth in volume and market share were due to the improved infrastructure of the port over the years. The Brunswick Port now offers: 5 on-terminal vehicle processors, 8 ocean carriers, more than 15 trucking companies, 2 class 1 rail providers, significant expansion capabilities and a state-of-the-art agri-bulk facility. “However, the local port is continuing to upgrade facilities, including rail improvements to the Mayor’s Point Terminal and to the relay rail service on Colonel’s Island that are underway currently,” Foltz stated.

Perhaps the greatest potential for short-term volume growth rests with the exporting of wood pellets from the East River Terminal. Foltz noted the recently announced partnership with Logistec to improve this terminal to meet this rapidly expanding market. GPA plans to invest \$7 million to improve the

docks at the East River Terminal, while Logistec is spending \$5 million to improve the bulk storage and handling facilities located there. The volume of wood pellet exports is expected to triple from 300,000 tons to 1,000,000 tons over the next six years. This improved facility, operating at capacity, will create an estimated 296 jobs within the state of Georgia.

Foltz did raise concern over the fact that the Corps of Engineers has only received \$ 3 million in funding for maintenance of the Brunswick Harbor during FY 12, which is nearly \$4 million below the required amount. The GPA is working with our local Congressional officials to increase the level of funding for this vital segment which is necessary for the continued growth of our Port.

He reiterated GPA’s commitment to the environment at each of their three Georgia ports. “We have created a wetland to treat stormwater, which is now home to roseate spoonbills and endangered wood storks.”

In closing, Foltz stated, “The outlook for the future of the Brunswick Port is extremely good. With the planned upgrades in facilities, steady growth for the Port should continue for years to come.”



## DELEGATION ADDRESSES CHINA AUTOMOTIVE INDUSTRY FORUM



**Nathan Sparks, Representative Alex Atwood, Sam Choate and Shane Keng Pictured at the Auto China Go Abroad Forum in Wuhan, China**

As part of a 10-day trip through China, including high level visits hosted by the government of Inner Mongolia Autonomous Region and the port city of Tianjin, a delegation of Georgia officials and business leaders were the only foreign guests invited to attend the “China Automakers Go Abroad Forum,” an industry only discussion held in conjunction with the 2011 Wuhan Auto Show on October 26, 2011.

The Georgia delegation was extended a special invitation to the forum by Mr. Wang Xia, Chairman of the powerful Automotive Sub-Council for the China Council for the Promotion of International Trade (CCPIT), which represents the Chinese automotive industry.

Two members of the delegation, Brunswick Mayor Bryan Thompson and Shane Keng, an Atlanta-based businessman, were

asked to be keynote speakers. Mayor Thompson highlighted the bustling auto import activities centered around the Brunswick port facility – suggesting that Brunswick could be the ideal location for prospective Chinese auto manufacturers and their component suppliers.

Mr. Keng offered insight into critical branding and product development issues that would specifically affect China’s automakers when they choose to enter the US market.

“Mr. Wang and I actually started discussions on this very topic more than 2 years ago, so when he invited our delegation to speak at the forum, I was honored and thrilled to participate; moreover, as the only speakers to specifically address the unique challenges of the US market that Chinese automakers would face, I believe that Mayor Thompson and I gave the attend-

ees a fresh new perspective on critical issues they had previously not considered,” said Keng.

“We are very grateful to Mr. Wang and CCPIT for this wonderful opportunity to speak at such an important event. I believe we put Brunswick on the map for the Chinese automakers and made a very favorable first impression,” said Thompson.

Other members of the Georgia delegation in attendance at the event included State Representative Alex Atwood, Nathan Sparks, Executive Director of the Brunswick and Glynn County Development Authority, attorney Sam Choate with ConnectSouth and Lily Yang, the China Rep for Coastal Georgia, who arranged the itinerary for the trip.

## COMMUNITY WELCOMES 2ND “GOLDEN OPPORTUNITY TOUR”

Some of the World's most prolific professional golfers once again descended on St. Simons Island, Georgia October 13-16 for the PGA TOUR's McGladrey Classic, hosted by Davis Love III. Last year's highly successful inaugural tournament presented the Brunswick and Glynn County Development Authority (BGCD) with a ready-made opportunity to structure a high-profile familiarization event designed to showcase Georgia's Golden Isles to key contacts. Like the McGladrey Classic, BGCD's "Golden Opportunity Tour" (as the event was dubbed) was back for an even bigger and better second year.

"With Scojet electing to relocate their headquarters and production facility to Brunswick / Glynn County after attending last year's Golden Opportunity Tour, we set the bar fairly high for this year's event," stated Dave Erickson, chairman of BGCD.

The 2011 version of the Golden Opportunity Tour welcomed a number of notable site selection consultants and industrial real estate brokers from a range of firms including Ady International, Binswanger, CB Richard Ellis, Colliers, Development Advisors and Jones Lang LaSalle.

"In light of the key project



**Above: Golden Opportunity Tour guests enjoying Opening Night Reception at St. Simons Island's AW Jones Heritage Center.**



**Left: Daren Pietsch of Glynn County's PaR Marine Systems shares thoughts with guests during breakfast at the King & Prince Hotel**

facilitation role that site selection consultants and industrial real estate brokers play in the economic development process, we elected to focus this year's event on these individuals. To say that we were pleased with the response would be an understatement," stated Nathan Sparks, executive director of BGCD.

The Tour took place over three

days, with guests participating in briefings concerning the area's workforce and educational amenities, touring the Port of Brunswick, visiting the the Federal Law Enforcement Training Center, meeting with CEOs of Glynn County businesses and enjoying the golf tournament from the Authority's VIP Skybox on the 18th green.

"There is no doubt that the

Tour successfully showcased our community's various amenities while highlighting our strong desire to accommodate new investment projects. In fact, our post-event surveys found that 100% of our Golden Opportunity Tour attendees are more likely to consider Brunswick / Glynn County as a viable business location," stated Sparks.