



JDA Quarterly Report – June 2017

Inaugural Report covering Quarters 1 and 2

Stanton Springs

Marketing Activity:

- JDA website created, www.i20jda.com
- Stanton Springs website enhancement, www.StantonSprings.com
- Online resources feedback very positive with noted increased website visits correlating to increased interest by prospects.
- Site visit in February from major global site consultant w/GPC and State ED Team members who had not yet visited SP.
- Scale, scope and quality of Shire, State Training Facility and park makes impressive showing.
- Electronic brochure preparation and targeted e-mail blasts.
- Meetings with key ED stakeholders.
- Established Economic Development Team co-leaders as: Rick Bradshaw (Broker for TPA and JDA), Serra Hall (Newton ED), Shane Short (Walton ED) who will also inform and involve as needed the Jasper and Morgan County ED representatives.

Prospects:

- Activity, significant increase beginning last quarter of 2016 and first 2 quarters of 2017.
- RFPs have come through GPC, State ED Office and local ED offices for range of prospects.
- Seven (7) prospects have shown interest.
- Five (5) RFPs were prepared and submitted; two (2) still in discussions.
- Jobs total of the 5 would generate 1,090, CapEx equals \$878M and consume 469 acres.
- One (1) prospect of the 5 cut SP due to workforce w/in 30 minutes of the site.
- Four (4) prospects of the 5 still in discussions.
- Two (2) of the four have progressed to a virtual site tour and an in-person meeting with company representatives.
- One of the 4 is Bio-tech, substantial investment and a good fit for SP.
- Activity for SP is a result of the improving economy and increased marketing efforts.

Financial:

- 2016 Revenue Sharing Agreement b/t the JDA 4 counties and our School Districts provided basis year for the Authority to implement higher reporting and budgeting standards mutually agreed to by the parties.
- Annual operating budgets submitted by the JDA to the Counties and School Districts in October 2016 and January 2017. Annual audit process is underway.

- Ad Valorem Tax Revenue, first installment received in March from Newton County, deposited in separate account and applied to operating and debt service obligations.
- Timber Sales, JDA received income totaling \$260,000+ in 2016 and 2017 to date, and anticipates additional sales in the 3rd and 4th quarters.
- Tax revenues from Shire will commence in 2018 if Shire receives FDA approval in 2017.
- Budget
 - The Authority is transitioning its budget year from Jan-Dec to June-July
 - Expenditures and income in the fiscal year ending June 30, 2017 were comparable to prior years with the exception of the \$2.5 mill received from Shire to pay down the GEFA note
 - Going forward, we plan based on similar income/expenditures assuming no additional land sales or new companies with hope that ED activity boosts income with land sales
- Debt
 - There are five debts currently associated with Stanton Springs
 - By 2025, four of the five will be retired
 - The fifth will be paid by tax revenues generated by Shire and retires in 2048
 - The greatest debt, \$9 mill bond for land purchase, will be paid off in 2020, alleviating annual payments directly from the counties collectively in excess of \$600,000.
 - JDA operating expenses are paid using timber sale proceeds and a line of credit which will phase out as tax revenues from Shire increase

Other Activities:

- New Members, welcomed Marcello Banes and Jerry Silvio of Newton County to the JDA Board.
- Annual Work Session held in February, focused on marketing plan of action.
- Shire presentation and site tour in March.
- Reference Notebook created for each of the JDA Board Members containing:
 1. Member Contacts info/term/meeting schedule
 2. JDA History
 3. Financial Information
 4. Governing Documents
 5. Intergovernmental Agreements Summary
 6. Agreements with Technology Park Atlanta
 7. Existing Infrastructure
 8. Maps
 9. Marketing
 10. Shire and Sate Training Facility Info
 11. Declaration of Protective Covenants
 12. Stanton Property History and Cemetery Information
 13. Zoning
 14. School and Workforce Info
- Land survey completed and appraisal underway for swap acquisition of 1.537 acres to extend Shire Parkway for access to JDA easternmost 543 acres in Morgan County.

Activities Anticipated in Third Quarter 2017:

- Marketing efforts continue.
- On-site meeting with GPC and State ED Representatives July/August.
- Timber RFP bids scheduled for another portion of the property.
- Complete acquisition of the referenced 1.537 acre parcel.
- Parkway Extension, continue seeking funding sources.