



Since 2004

“working together for the growth and economic development
of our entire region”



Brantley, Camden, Charlton, Glynn, McIntosh & Wayne



Why did these counties organize?

To improve the efficiency for Norfolk Southern Railroad in transporting Mercedes Automobiles from Birmingham and grain from the Midwest to Colonel's Island Connecting Track in Brunswick





Partnerships = Positive Results

INITIAL FUNDING SOURCES

- \$5000 from each county
- \$500,000 RDLG loan for track improvement
- \$500,000 OneGA Grant for land acquisition and improvements
- \$1 million DOT grant for track improvement
- NS guarantee of grant payments
- NS agreement for payment of annual management fee of \$15,000 for life of grant payments
- NS agreement for payment of per/car fee over 10,000 cars per year through 2026



Partnerships = Positive Results

PHASE 2 FUNDING SOURCES

- RDLG - \$1,100,000
- OneGa - \$1 mil
- DOT - \$1,050,000
- NS guarantee of grant payments
- NS agreement for payment of annual management fee of \$15,000 for life of grant payments
- NS agreement for payment of per/car fee over 10,000 cars per year through 2029



Partnerships = Positive Results

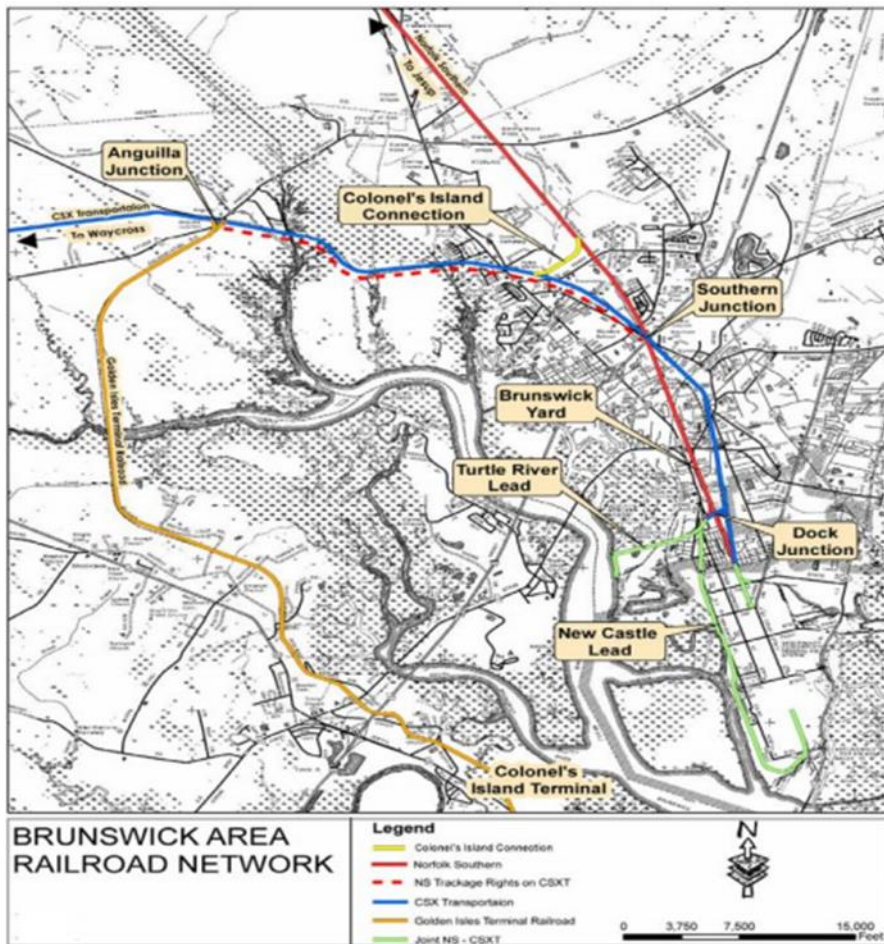
ORGANIZATION STRUCTURE

- Each county has two representatives on the 12 member Board appointed bi-annually. One appointed by the County Commissioners plus the professional ED Exec. Can serve unlimited terms
- Executive Board consists of: Chair, Vice-Chair, Sec-Treasurer, Past Chair; each serve 2 year terms
- Staffing provided by paid Manager and CFO
- Meets monthly with Annual Planning Session in January



Partnerships = Positive Results

BIG PICTURE - WHAT HAPPENED?



The Southeast Georgia Alliance completed the Colonel's Island Connector in 2006.

A second passing track project in Wayne County was completed in 2009.



Partnerships = Positive Results

Results from public – private investments

- Shipping time for Mercedes was reduced from 13 days to 2 1/2 days.
- As a result Mercedes agreed to locate in Brunswick from JAX and double their exports through the port.
- This along with the increase in grain shipment created hundreds of high skilled jobs and millions in capital investment
- Today, the Brunswick port now ranks as the busiest in the nation for the import of new vehicles and the No. 2 U.S. port in total import-export auto trade



Partnerships = Positive Returns

2006-2016 Impact Study

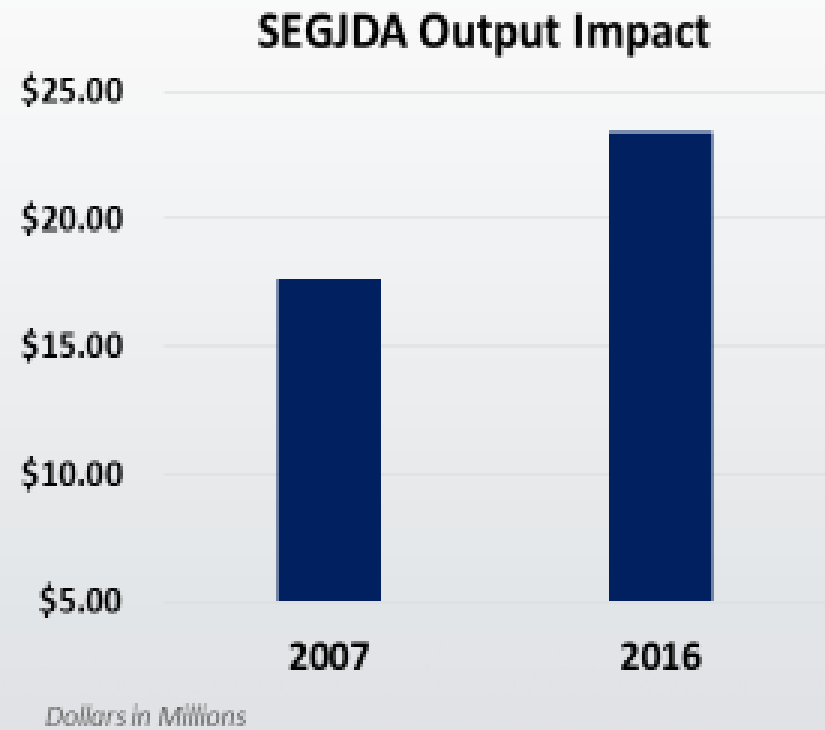
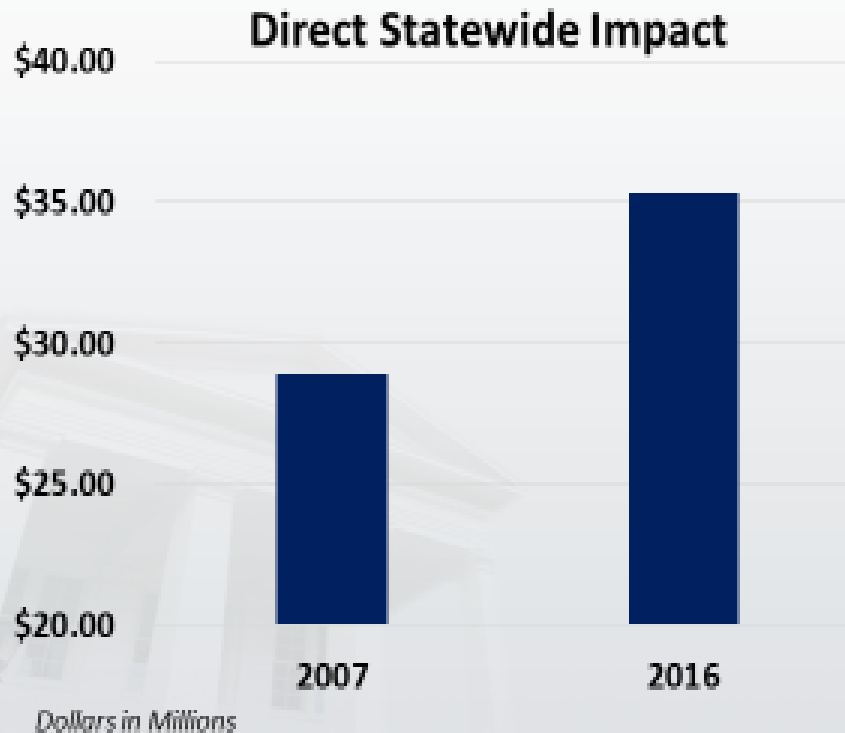


Types of Impacts

- Direct effects - Salaries, supplies, raw materials, operating expenses
- Indirect effects - Business to business transactions
- Induced effects - Personal income caused by the direct and indirect effects

Partnerships = Positive Returns

Ten Year Overall Economic Impact





Partnerships = Positive Returns



Summary

- Efficiencies - \$2.2 million in savings
- Statewide - \$35.4 million to state economy
 - Increase of 22% from 2007-2016
- Region - \$23.4 million to SGA region
 - Increase of 33% from 2007-2016

10 Year Return on the initial \$3 million investment!



Partnerships = Positive Returns

Supplements Local Budgets Particularly Helps Rural Counties

- Sponsors events that enhance **ECONOMIC DEVELOPMENT**
- Provided the funding for each county to be a **FOUNDING MEMBER** of the **WORLD TRADE CENTER - SAVANNAH**
- Created a **REVOLVING LOAN FUND**
- Established a **GRAD SITE CERTIFICATION** fund
- Working to Build a **FUTURES CLOSING FUND** for projects of **REGIONAL** significance
- **CREATE PARTNERSHIPS** with **REGIONAL COLLEGES**
- Established a **REGIONAL WORKFORCE STUDY**



Partnerships = Competitive Advantages!

The 6 County Alliance region has a population and labor force that is the approximate equivalent of metropolitan areas such as Florence, South Carolina and Panama City, Florida, but much larger if you take the true Savannah- Jacksonville Labor Force Draw Area Demographics!

THINK BIG!

SE GA Alliance Region Data

2015 Total Population	210,517
2015-2020 Est. Population Growth	2.54%
2015 Population Ages 19-54	67%
2015 Population Ages 55-65	17%
2015 Region Labor Force	91,263
2015 Labor Work Force Population from Draw Area	833,805
2015 Labor Draw Area Population	1.7 mil



Challenges



Opportunities

CREATING A COMPETITIVE REGION

- Seed funding for infrastructure: We can't sell what we don't have (industrial land, buildings)
- Model after SC program: matching funds from state to make infrastructure improvements and marketing initiatives
- Seek partnerships with private stake holders to fund program through matching dollars
- Reward success, don't penalize it! Restructure JTC to a more equitable system - % over average wage in county
- Education of local elected officials as to the benefits of regionalism



Partnerships = Positive Returns!



Always Here to Help



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