

BUSINESS IN THE GOLDEN ISLES



Moving Forward, Together

PREPARED BY:

The Golden Isles Development
Authority Staff

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WELCOME

Thank you for exploring the Golden Isles for your business's growth. Over the next pages allow me to introduce you to the Golden Isles and the industries that thrive in our community.

The Golden Isles of Glynn County, Georgia includes St. Simons Island, Sea Island, Jekyll Island, Little St Simons Island and the mainland of Brunswick. We are midway between Savannah, Georgia and Jacksonville, Florida. This premier location is why facilities for companies such as Georgia Pacific, Pinova Solutions, and Symrise have found the Golden Isles a region that meets their logistics needs.

In addition to the infrastructure to move your supplies and products, the Golden Isles of Georgia provide the quality of life demanded by today's workforce. A variety of housing options, excellent schools, and a low cost of living make the Golden Isles stand apart from other coastal communities.

Your business will be joining a region that values our industrial sector and collaborates on programs and opportunities for its growth. Supporting small manufacturers through our networking series- Maker Meetups or promoting manufacturing education and careers through our Keep Glynn Running program, are examples of the commitment that our community has to our region's creators and innovators.

The Golden Isles Development Team (GIDA) is here to provide a responsive, professional, and collaborative location selection process. The following pages include a general overview of our business sectors and information on the region. Our team can provide and expand on any of this information, or additional data to help your firm during this stage.

We look forward to starting the conversation on why the Golden Isles is a premier location for your business's growth.

Sincerely,

Ryan Moore
President & CEO



MISSION

Promote economic prosperity for Brunswick and Glynn County by assisting retention and expansion of existing industries, securing new diversified industry locations, and creating job opportunities, and investments.



GLYNN COUNTY

driving business

Glynn County serves as a regional hub for transportation in Southeast Georgia moving supplies, products, and people seamlessly throughout the region.

1-95 and Highway Access

Glynn County is accessible via Interstate 95, an East Coast artery of commerce from Maine to Miami, and U.S. 17, U.S. 341/Golden Isles Parkway, U.S. 25, U.S. 82/GA 520 offer businesses direct access to all areas of Georgia. Additionally, Brunswick and the Golden Isles are serviced by eight local motor freight terminals and numerous motor freight carriers.

Norfolk Southern and CSX Rail

Glynn County is served by two Class I railroads, CSX and Norfolk Southern, in addition to one short line, the Colonel's Island Railroad, owned and operated by Rail Link.

Ports

The Port Brunswick in Glynn County is owned and operated by the Georgia Ports Authority. Colonel's Island is the second busiest Ro/Ro Port in the U.S. while Mayor's Point manages break bulk shipments. Glynn is also located one hour south of the Port of Savannah, and one hour north of the Port of Jacksonville.

Airports

The Golden Isles are home to three airports which include the Brunswick Golden Isles Airport (BQK). BQK provides three flights daily to/from Atlanta-Hartsfield Jackson Airport via the Delta Connection.

WORKFORCE DATA

The right mix of education and workforce development programs means that your business can find the right hire, for all aspects of your business, locally in the Golden Isles. Below is a snapshot of what to expect today and as you grow.

Existing Workforce Pool

- 99,699 workers in the Brunswick region*
- 12,869 veterans in the Brunswick region
- 85 percent have a high school diploma or GED
- 33 percent have a bachelors or advanced degree

Future Workforce Pipeline

- 6,300 students enrolled at Coastal Pines Technical College's seven Southeast Georgia campuses
- More than 3,000 students enrolled at College of Coastal Georgia
- 17 distinctive career curriculums including Business Education, Manufacturing, Engineering, and Precision Machining available to high school students at the Golden Isles Career Academy



*Brunswick region represents all workers within a 45-minute driving distance.



MANUFACTURING WORKS FOR GLYNN

The industrial sector is a vital component of the local economy and the focus of GIDA's attraction and expansion efforts. In 2019, seven of the top ten ad valorem tax paying entities in Glynn County was an industrial facility.

Furthermore, because manufacturing is a capital-intensive activity, industrial property generally represents more value to the tax digest than other uses. In 2019, industrial acreage accounted for 2.4% of the total acreage in Glynn County, however, the industrial sector accounted for 11.7% of the total digest value.

As of the fourth month of 2019, there were 1,855 people employed in manufacturing in Glynn county and manufacturing paid an average annual wage of \$63,908, a wage that is 41% higher than the average of all industries in Glynn County.

TOP 10 TOTAL REAL & PERSONAL TAX 2019

| | |
|----------------------------------|-----------|
| BRUNSWICK CELLULOSE INC | 3,579,245 |
| GEORGIA POWER COMPANY | 2,305,676 |
| SEA ISLAND ACQUISITION LLC | 1,545,954 |
| MERCEDEZ-BENZ USA LLC | 1,048,042 |
| PINOVA INC | 634,075 |
| BRUNSWICK CELLULOSE LLC | 348,900 |
| EXCLUSIVE RESORTS SII LLC | 329,553 |
| KING & PRINCE SEAFOOD CORP | 243,701 |
| GULFSTREAM AEROSPACE CORP | 228,228 |
| NV LNWA JIC HOTEL LLC | 166,598 |



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“Developing a healthy business takes more than just making great products for your customers. It requires communicating an image to the market of what your company is from the moment they drive up.

With the support of a Golden Isles Development Authority Share the Future grant, Haven Manufacturing was able to revitalize the outside of our 1970's building to reflect the 21st Century technology we produce inside.”

Steve Thiry, President
Haven Manufacturing



Manufacturing

Metals, Machinery & Chemical Manufacturing

Manufacturing Costs Less Here. With an average manufacturing wage well below the national average, and a “Single Factor Gross Receipts” apportionment formula that treats a manufacturing company’s gross receipts—or sales in Georgia—as the only relevant factor in determining the company’s income subject to tax, manufacturing companies are able to control costs and reduce their tax burden. Manufacturing companies in Georgia can lower their costs, take leaps in innovation, and secure their business advantage with Georgia’s advanced transportation and logistics network.

Plus, the Georgia Department of Economic Development’s extensive market knowledge and supplier connections help manufacturing companies streamline their processes, maximize productivity, and accelerate revenue growth.

Highlights

- Low Unionization Rates in Georgia (2.5%) and right-to-work state.
- The Technical College System offers a wide range of skills training for manufacturing including Lean Six Sigma.
- Center of Innovation for Manufacturing, which has an R&D-friendly manufacturing training center for prototyping and testing manufacturing ideas, products, and processes.



Logistics & Transportation

Highlights

- 4,700 miles of railway
- 118,777 miles of public highways
- 2 deep-water seaports in Savannah and Brunswick
- Reach 80 percent of the U.S. market within a two-day truck haul or two-hour flight from the world's busiest, most efficient airport – Hartsfield – Jackson Atlanta International Airport



Certainly, the decision to do business here was based on the quality of life, but also geographic location. The Brunswick Landing Marina enjoys an ideal location with easy access and a very protected basin. For Kut- Kwick it is important to be connected to other coastal cities by the interstate and four major ports so that we can get the supplies we require and sell our products more efficiently. The other Torras companies located in Glynn County benefit from these and additional reasons.”

Daren Pietsch
Torras Family Companies



More than shrimp.

Food Processing

We have come a long way since the first frozen shrimp was packaged on St. Simon's Island. Today Global brands like Rich's Products and Nissui continue to grow and invest in our community.

Highlights

- Existing industry include Rich's Consumer Products, King & Prince Seafood (Nissui), Richland Rum Distillery, and Silver Bluff Brewing Company.
- 6,174 regional employment in this industry, nearly double the national average for an area similar in size.
- Median salary for talent in food processing is nearly 11% less than the national median (\$19,709 versus \$22,130).



A long history, a strong future.

Aerospace

The Golden Isles have a long history of service to the aviation community and continue to work with world-class organizations to create new opportunities for this sector.

Highlights

- Existing industry include Gulfstream and Stambaugh Aviation.
- 8,001-foot runway, with permitting and approvals for an expansion up to 10,000. One of only four in Georgia with a runway 8,000+
- 600+ acres available with runway access.
- Adjacent industrial parks.





“Gulfstream’s employees are world-class, and the QuickStart program here in Glynn County has played a key role in our workforce development efforts. The essential training provided by QuickStart will accelerate our new employees’ operational knowledge and dramatically reduce their learning curve. We look forward to our continued partnership in growing jobs in Georgia.”

Ron Aldrich, General Manager
Gulfstream Brunswick



Local Incentives

GIDA recognizes the benefits that a new or expanding company can provide to the region.

We have local incentives for companies in our targeted industries: Aerospace, Manufacturing, and Logistics. In addition to the competitive local incentives, there may be other financial tools available to your business through Georgia's tax credits or locating in one of our Federal Business Zones.

Our incentives and grants are based on the project's capital investment, job creation, and wages. All incentives and grants may request additional information and are subject to approval by the Authority's Board of Governors.

Local incentives and tools:

- **Property Tax Abatements**
- **Site Improvement Grant**
- **Competitive Land Pricing**
- **Expedited Permitting**
- **Revolving Loan Fund**
- **Share the Future Fund**
- **Federal Business Zones**

Incentives and Funding Tools

Property Tax Abatements: The Authority has the ability to tailor a tax abatement program for your specific project that can offer relief from ad valorem taxation that is weighted to give the most benefit in the beginning years of investment.

Site Improvement Grant: New or existing Glynn County Businesses may be eligible for discretionary funds that can be used to assist with the payment of local site development permit fees or other site improvement expenses.

Competitive Land Pricing: The Authority owns and operates several of the industrial sites in Glynn County. Qualified projects may be eligible for reduced or no-cost land.

Expedited Permitting: The permitting process in Glynn County is already extremely efficient but we have systems in place to accommodate businesses locating in Glynn County.

Revolving Loan Fund: New or existing Glynn County Businesses creating jobs for low-moderate income individuals may be eligible. Funds may be used to purchase machinery/equipment or real estate. Up to \$20,000 for each new job created may be awarded, with an award maximum of \$100,000 are per eligible project.

Share the Future Fund: The Share the Future Initiative was developed to give local area business access to capital to help grow and promote their business. Awards up to \$10,000 may be available for equipment, placemaking, or to provide training programs.

DEVELOPMENT AUTHORITY



Federal Business Zones: Your business may benefit from taking advantage of the federal and local designations in Glynn County including: Foreign Trade Zone #4, Opportunity Zone, Enterprise Zone (City of Brunswick), or HUBZone.

Business Facilities 16th Annual Rankings Report recognized FTZ as #4 for exports. In 2019, the value of shipments to the US market from FTZ No. 144 was approximately \$4.4 billion whereas the value of exports from FTZ No. 144 was approximately \$2.1 billion.

Georgia Tax Credits & Incentives: Projects locating within Glynn County are supported by the Georgia Department of Economic Development, GDEcD, and may be eligible for state incentives and tax credits.

New and expanding companies may earn Job Tax Credits (JTC) for creating new jobs in Georgia. Glynn County is a Tier 3 community and has an Opportunity Zone (OZ). These credits can effectively eliminate a company's corporate income tax liability, and in certain areas can also reduce the company's payroll withholding obligations.

| TIER | JOB CREDIT \$ (FOR 5 YEARS) | MIN. NEW JOBS | USE OF CREDITS** | CARRY FORWARD |
|------|--------------------------------|------------------|----------------------|---------------|
| 3 | \$1,750 | 15 | 50% of tax liability | 10 years |





“The staff at the Development Authority have a combined 35 years of economic development experience- from industrial development to entrepreneurship- and have had to use every facet of it over the past year.”

Wayne Johnson
Synovus Bank, Market President



2020

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Market President, Synovus Bank

Jack Kilgore (Vice-Chairman)
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