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Locate
SOUTH
GEORGIA



ANNUAL REPORT



MARKETING | RECRUITING | EDUCATING

Rediscover what you **VALUE** most.



Locate
**SOUTH
GEORGIA**



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Value

(noun) the importance, worth, or usefulness of something; one's judgment of what is important in life

(verb) estimate the monetary worth of

From the CHAIRMAN



Grant Buckley has served as executive director of the Cordele-Crisp County Industrial Development Council since 2015. His career includes 18 years of state and local level economic development, 13 years as a corporate defense lawyer, 5 years in manufacturing, and 4 years in the Georgia Air National Guard. He holds degrees from both Georgia Tech and the University of Georgia.

Rediscover what you value most.

These five powerful words succinctly capture the message of Locate South Georgia to the world's business leaders. They convey the idea that first-class industries can thrive and profit in a region which is devoid of time-consuming congestion, metropolitan distractions, and other impediments to production and distribution.

Welcome to Locate South Georgia. I'm honored to serve as Chairman of this great association. Our membership is composed of economic development professionals from 21 communities spread across South Georgia, USA, as well as associated partners in education, government, and the utilities. Our geography exceeds 10,000 square miles — an area larger than nine U.S. states — and our population is over 650,000.

Thank you for your interest in Locate South Georgia. I and my fellow professionals stand ready to assist you in any way possible as we strive to continually increase the economic vitality of our region. Enjoy this report, note our successes over the past year, and feel free to use our website resources. Locate South Georgia is your guide to rediscovery.

Grant

MISSION

Locate South Georgia aims to market and brand South Georgia as a globally-competitive location for business and industry, to work toward the recruitment of new jobs and capital investment through the region, and to educate and foster local leaders.

21

COUNTIES

650K+

REGIONAL POPULATION

1

MISSION



2022 RESULTS

| COMPANY | INDUSTRY | JOBS | INVESTMENT |
|--------------------------------------|-------------------------------------|------|---------------|
| GAF MATERIALS | MANUFACTURING | 135 | \$146,000,000 |
| TROY ACOUSTICS | MANUFACTURING | 105 | \$60,000,000 |
| MANA NUTRITION | VALUE-ADDED AG / FOOD PROCESSING | 10 | \$40,000,000 |
| ASHLEY HOMESTORE | DISTRIBUTION | 100 | \$20,000,000 |
| APGG (AMERICAN PEANUT) EXPANSION | FOOD PROCESSING | 25 | \$16,000,000 |
| BERRY GLOBAL EXPANSION | MANUFACTURING | 15 | \$15,000,000 |
| CJB INDUSTRIES (SALVUS) EXPANSION | BIO-SCIENCE | 55 | \$12,000,000 |
| HARRIS EXPANSION | MANUFACTURING | 25 | \$9,000,000 |
| ACE ELECTRIC, INC. EXPANSION | CONSTRUCTION | 50 | \$5,000,000 |
| LMC MANUFACTURING EXPANSION | MANUFACTURING | 50 | \$1,000,000 |
| SOUTH GEORGIA PLUMBING EXPANSION | CONSTRUCTION | 5 | \$550,000 |

\$324.5M INVESTMENT
575 JOBS





Harris Expansion | Crisp County



Mana Nutrition | Ben Hill County

"It's great to see the amazing work done by hardworking Georgians in Ben Hill County. We are excited to watch MANA Nutrition serve communities in need worldwide with products from our state's No. 1 agriculture industry. We have been laser-focused on creating impactful opportunities across the state, and jobs like these will be good for the local community for years to come."



Governor Brian P. Kemp

"Agriculture has long been the backbone of Georgia's economy, and it is extremely gratifying to know that MANA Nutrition will leverage our expertise in agriculture and logistics assets to help feed those in need around the world."



Pat Wilson,
Commissioner
Georgia Department
of Economic Development

Feeding THE WORLD

In May, Governor Brian P. Kemp announced that MANA Nutrition, a Georgia-based nonprofit that produces ready-to-use therapeutic food (RUTF) to fight global malnutrition, celebrated breaking ground on an expansion of their Ben Hill County facility. With more than \$36 million in investment, this is the company's largest expansion investment to date. MANA will also add 10 new jobs, bringing the company's employment in the county to 80.

The new expansion will increase MANA's production of ready-to-use therapeutic food three-fold and mark MANA's first step in addressing malnutrition in the United States. These RUTFs are composed of peanut paste, milk, and a special mix of vitamins and minerals and are distributed globally to fight malnutrition. Since its creation in 2009, MANA has helped nearly 5.5 million children and is predicted to feed an additional 1 million in 2022 alone.

MANA Nutrition will construct a 38,000-square-foot addition to its existing facility at 189 Seaboard Road in Fitzgerald. The expansion will facilitate increased RUTF production and add a new jar line to serve the domestic market. Currently, the facility can produce up to 121,000 pounds of RUTF per day, which is enough to feed 4,000 children suffering from malnutrition for six weeks.



"Feeding the world from rural Georgia is not a new concept. The manner in which Mana Nutrition is doing it is. Through the combination of Georgia Grown peanuts and the state-of-the-art production of life-saving therapeutic foods, Mana's continued investment in Fitzgerald is not only strengthening, but also expanding the reach of Georgia's ag legacy."

Jason Dunn, Executive Director
Fitzgerald-Ben Hill
Economic Development Authority



"At Mana, we are proud to harness two of Georgia's greatest strengths: people and peanuts, to serve and feed the world. We are proud that our small, rural community is one of the world's largest suppliers of Ready to Use Food for malnourished children. This upgrade to our facility will allow us to feed up to 3 million children a year. Hopefully our effort is an inspiration to others who might not have much, but can do what they can with what they have to make our world a better place."

Mark Moore, Co-Founder & CEO
MANA Nutrition



in the SPOTLIGHT

The City of Douglas received \$5.2M in ARPA funding for water and sewer expansions for economic development. Fitzgerald Utilities received \$2.5M for upgrading and expansion of its processed water system.



Salvus™, part of CJB Industries, opened a new facility to expand engineering, research, testing, and production capacity. Located in Valdosta's Miller Business Park, the new facility will support an additional 50-75 employees in science, engineering, biology, technology, and precision manufacturing over the next three years based on needs and ramp-up speed with partner companies.



The Grady County Joint Development Authority received a One Georgia Equity Award of \$500K to supplement construction of a spec building in Milestone Industrial Park. The 20K square foot building was completed at a total \$1.2M cost and existing industry Performance Food Group leased and took occupancy in December 2022.



The Georgia Economic Developers Association (GEDA) 2022 Small Community Deal of the Year Award went to Polar Beverage and Fitzgerald-Ben Hill County Development Authority. Locate South Georgia was an event sponsor.

The City of Moultrie (Colquitt County) was selected by the Georgia Downtown Association as the state's 2022 Downtown of the Year. Plus, Moultrie's "Lights! Lights!" holiday event won Premier Special Event.



More than 150 Colquitt County High School students attended Senior Day at Southern Regional Technical College in November. The event was hosted in partnership with Project Purpose, a multi-pronged workforce development program started in 2021 by the Moultrie-Colquitt County Development Authority and modeled after a similar program in neighboring Thomas County.

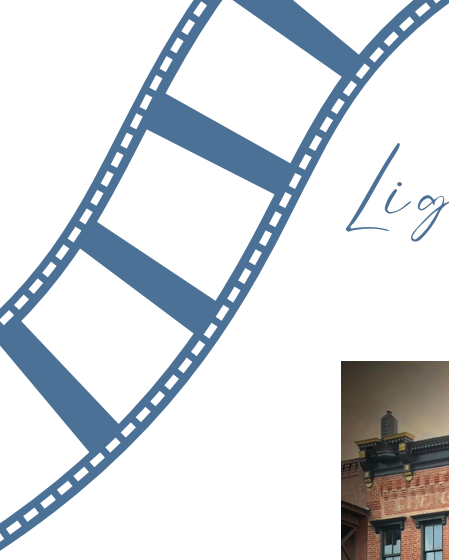


Locate South Georgia executive board members Andrea Schruijer (pictured) and Jason Dunn both presented to the Georgia Senate study committee on Development Authorities, representing South Georgia at the state level.



The Center for Rural Prosperity and Innovation at Abraham Baldwin Agricultural College granted \$150,000 to the Randolph County Development Authority as a joint effort of the Grow Your Own Workforce grant to provide equipment and in-house workforce training for new and existing employees at Peerless Manufacturing.





Lights... Camera... ACTION



In August, the Brooks County Development Authority sold 108 acres to South Georgia Studios to build the region’s first movie sets and back lots, a development that will generate an estimated \$22.5 million in annual economic growth for the county.

“With the development of South Georgia Studios... and the construction of the first film backlot in the region, South Georgia is further confirming the incredible growth of the film industry in the State, and that Georgia’s film industry can thrive not just in the metro areas but in rural areas as well,” says Governor Brian Kemp.

"When PhilanthroFilms, a nonprofit organization, recognized that film workforce was a vital yet missing component in the industry, they established themselves in a niche, specializing in equipping our workforce with the necessary knowledge and skills required for working in the film industry. This is achieved by hands-on training through an annual summer camp for high school students, where they not only “get their feet wet,” but produce amazing student films, as well."

Stephanie Williams, Executive Director
Brooks County Development Authority

Brooks County also became home to the South Georgia Film Office. Located in the heart of Historic Downtown Quitman, the South Georgia Film Office acts as a liaison for filmmakers looking to use the South Georgia region as a potential location for their next production.

A major component of the framework of South Georgia Studios’ vision rests on the workforce development aspect of the film industry.



RURAL DEVELOPMENT *institute*

Two Locate South Georgia communities were selected to participate in Valdosta State University's inaugural Rural Development Institute, a product of the Center for South Georgia Regional Impact led by Darrell Moore.

Mitchell and Seminole county economic development representatives attended the three-day summit designed to help communities across Georgia develop an action plan for prosperity. Community teams prepared a self-assessment using a readiness index to evaluate recruitment, education, infrastructure, leadership, demographic and quality of life metrics. Teams then worked with mentors to build a support network and develop a roadmap for economic vitality.

Each team left the summit with a prioritized list of projects and initiatives which VSU faculty and staff will help the communities implement.

"We are currently working on taking those lists and identifying resources on our campus" says Moore. "We will run one or two projects for each community through the Center for South Georgia Regional Impact."



"The great thing about the Rural Development Institute was all of the information from other communities around South Georgia. The sharing of ideas and plans for projects really gets you thinking about what communities are capable of accomplishing, even small ones."

Sarah Avery, Executive Director
Donalsonville-Seminole County
Development Authority



"I sit up late at night looking at ways to help, and build, and do things for Mitchell County. If we could wave a magic wand, we would really like to see more industry."

James Eubanks, Executive Director
Mitchell County Development
Authority



Darrell Moore and VSU's Center for South Georgia Regional Impact, along with institute mentors from Georgia EMC and Georgia Power, are also affiliate members of Locate South Georgia.

BOARD DIRECTORY

| COUNTY | MEMBER ORGANIZATION | REPRESENTATIVE |
|-----------|--|--------------------|
| BEN HILL | FITZGERALD-BEN HILL COUNTY DEVELOPMENT AUTHORITY | JASON DUNN |
| BERRIEN | BERRIEN COUNTY DEVELOPMENT AUTHORITY | LISA SMART |
| BROOKS | BROOKS COUNTY DEVELOPMENT AUTHORITY | STEPHANIE WILLIAMS |
| COFFEE | DOUGLAS-COFFEE COUNTY DEVELOPMENT AUTHORITY | MATT SEALE |
| COLQUITT | MOULTRIE-COLQUITT COUNTY DEVELOPMENT AUTHORITY | VACANT |
| COOK | COOK COUNTY ECONOMIC DEVELOPMENT COMMISSION | LISA COLLINS |
| CRISP | CORDELE-CRISP COUNTY INDUSTRIAL DEVELOPMENT COUNCIL | GRANT BUCKLEY |
| DECATUR | DEVELOPMENT AUTHORITY OF BAINBRIDGE & DECATUR COUNTY | RICK MCCASKILL |
| DOUGHERTY | ALBANY-DOUGHERTY ECONOMIC DEVELOPMENT COMMISSION | JANA DYKE |
| EARLY | DEVELOPMENT AUTHORITY OF EARLY COUNTY | SUSANNE REYNOLDS |
| GRADY | GRADY COUNTY JOINT DEVELOPMENT AUTHORITY | CHRIS ADDLETON |
| IRWIN | OCILLA-IRWIN INDUSTRIAL AUTHORITY | HORACE HUDGINS |
| LEE | LEE COUNTY DEVELOPMENT AUTHORITY | LISA DAVIS |
| LOWNDES | VALDOSTA-LOWNDES COUNTY DEVELOPMENT AUTHORITY | ANDREA SCHRUIJER |
| MITCHELL | MITCHELL COUNTY DEVELOPMENT AUTHORITY | JAMES EUBANKS |
| RANDOLPH | RANDOLPH COUNTY DEVELOPMENT AUTHORITY | REBECCA WHITE |
| SEMINOLE | DEVELOPMENT AUTHORITY OF SEMINOLE CO. & DONALSONVILLE | SARAH AVERY |
| TERRELL | TERRELL COUNTY DEVELOPMENT AUTHORITY | VACANT |
| THOMAS | THOMASVILLE & THOMAS CO. PAYROLL DEVELOPMENT AUTHORITY | SHELLEY ZORN |
| TIFT | TIFTON-TIFT COUNTY CHAMBER & DEVELOPMENT AUTHORITY | DALE ATKINS |
| WORTH | WORTH COUNTY DEVELOPMENT AUTHORITY | KAREN RACKLEY |



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Pat Merritt
Vice President of Community & Economic Development

GEORGIA POWER

Scott Purvis
Community & Economic Development Manager

VALDOSTA STATE UNIVERSITY

Darrell Moore
Executive Director
Center for South Georgia Regional Impact

PARTNERS

Georgia Department of Economic Development
Georgia Department of Community Affairs
Georgia Chamber of Commerce



Locate South Georgia is a proud founding partner and sponsor of South GeorgiaLEADS!

SGL 2.0 | 2021-2022

Sarah Adams
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Renata Elad
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Patsy Shirley
Jess Sinclair
Bridges Sinyard
Michael Smith
Andrea Ward
Tommie Beth Willis
Brianna Wilson

LOCATE *online*

In collaboration with Marketing 365 and GIS Planning, Locate South Georgia launched a robust new website in 2022, boasting real time data applications and property search tools.

LOCATESOUTHGEORGIA.COM



SOUTH GEORGIA *on tour*

Locate South Georgia's annual regional bus tour hosted representatives from Georgia Department of Economic Development, Georgia Department of Community Affairs, Electric Cities of Georgia, Georgia Power, and Genesee & Wyoming Inc. for a 2-day tour of the west side of our region, including stops in Lee, Dougherty, Mitchell, Grady, Decatur, and Seminole counties.

Special thanks to our 21 member communities, event sponsor Georgia Power, and our five affiliate members for supporting the Locate South Georgia mission of marketing our part of the state for economic growth!

