

**RESIDENTIAL MARKET ANALYSIS  
FAST TRACK MEMORANDUM REPORT  
FOR  
COUNTRY CLUB COMMONS  
TOWNHOME COMMUNITY**

**BRUNSWICK, GEORGIA**

Prepared for

Mr. Chip Drury  
Upper Westside Destinations LLC,  
2221 Peachtree Road, NE, Suite D165  
Atlanta, Georgia 30309

Prepared by



January 28, 2021

# MEMORANDUM REPORT

TO: Upper Westside Destinations LLC

FROM: Parker Associates

DATE: January 29, 2021

RE: Residential Market Analysis Memorandum Report - for Country Club Commons Townhome Community ("618 Sunset")

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This Market Evaluation for Country Club Commons Townhome Community (also known as "618 Sunset") includes a summary followed by four appendices containing supporting tables and graphs at the end of this report.

**Appendix A** details demographic trends and profiles for Primary Market Areas including the City of Brunswick, St. Simons Island, Glynn County and the three-county Brunswick Metropolitan Statistical Area (MSA) compared to the State of Georgia detailing population and household growth, along with residential permit trends and employment and economic activity.

**Appendix B** provides tables and graphs detailing new and recent townhome offerings in competitive communities in the market surveyed by Parker Associates in January 2021. Included is a map of the location of comparable - communities and a sales absorption table. Appendix B also shows detailed comparable dwelling tables and community development details, including bedrooms/bathrooms, price, and price per square foot per offering surveyed.

**Appendix C** details recommendations made by Parker Associates on product types, mix, price points, amenities and absorption schedule supported by the forgoing data.

**Appendix D** includes compiled relevant articles.

## Site Summary

The 618 Sunset Property is a 2.5-3.0± acre wooded site situated at the end of Sunset Boulevard on the western boundary of Brunswick Country Club (BCC) in Brunswick, GA. The property is zoned as a R-12 (Class Code “R1 Residential”). The community is planned to be positioned (in terms of pricing, marketing, and sales) to take advantage of its unique location, exclusive BCC amenities with free club membership initiation fee options included with each home.

Figure 1.1  
Aerial of 618 Sunset Site

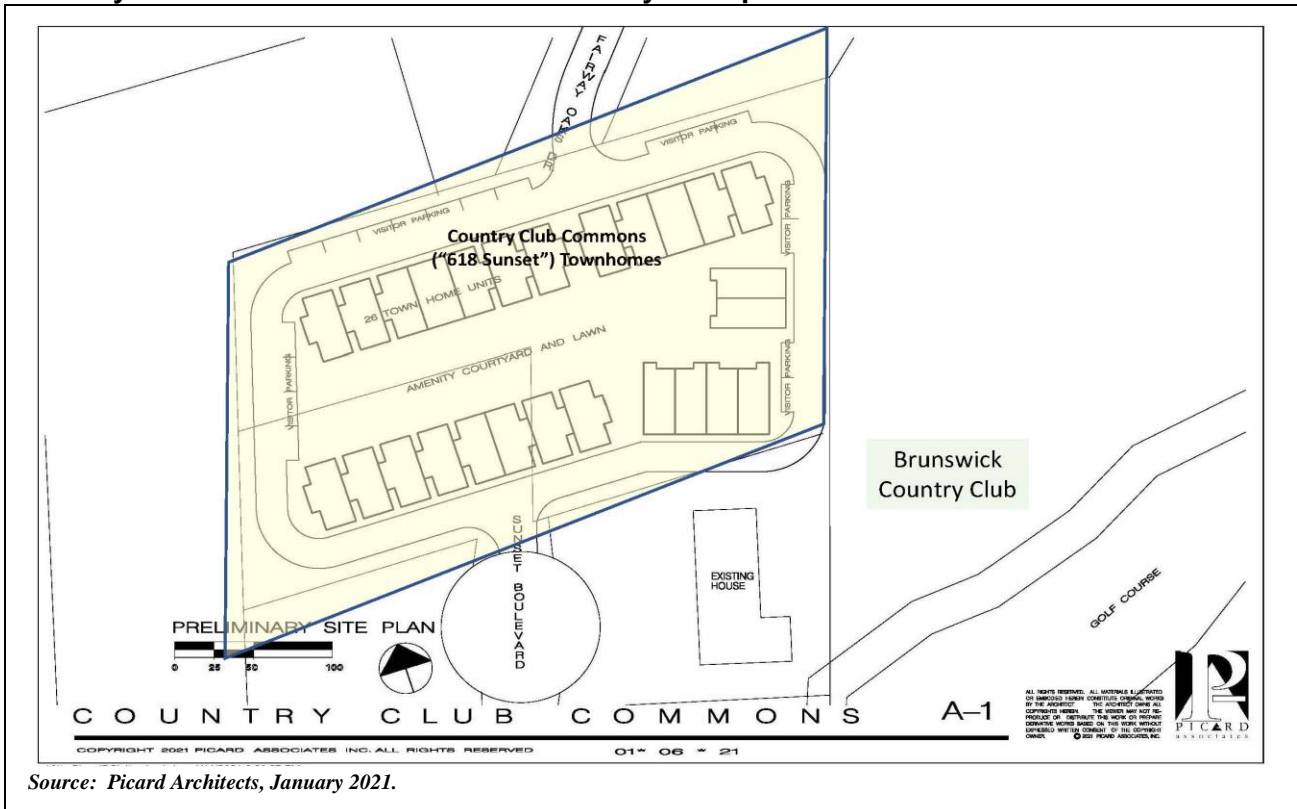


The 618 Sunset Property has public road access via Sunset Boulevard from the south and Fairway Oaks Drive to the north, with Publix, Home Depot, Lowe’s, and the Glynn Place Mall all located within three to five minutes driving time through this northern access point.

Upper Westside Destinations LLC is considering development of Country Club Commons townhome community (also known as “618 Sunset”) located in the city of Brunswick, GA and abutting the historic and exclusive Brunswick Country Club (BCC). The land plan is for 26 townhomes to be built on the wooded portion of the 2.5± acre 618 Sunset and an adjoining 0.5ac developer-owned property.

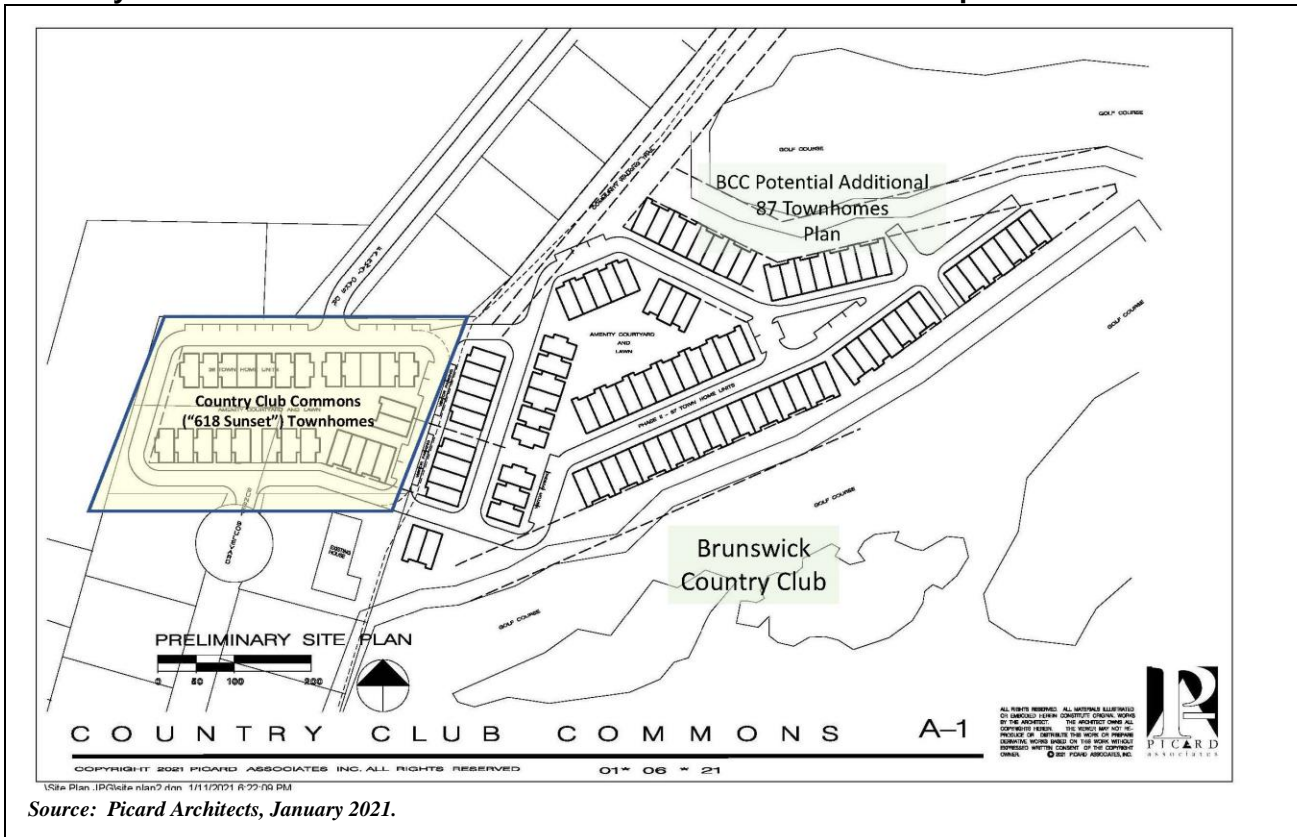
Individual plans for these townhomes would consist of approximately 1,800 sf and feature three stories (all with outdoor rooftop decks). Though not included as part of this analysis, a 113-unit townhome community plan exists that would include these initial 26 “618 Sunset” townhomes and that would feature an additional 87 townhomes that would be located on adjacent property (the “BCC Property”) owned by BCC that is located between the 12th and 13th holes of the BCC golf course (plans shown on the following page).

**Figure 1.2**  
**Country Club Commons Townhomes – Preliminary Concept Plan**



Source: Picard Architects, January 2021.

**Figure 1.3**  
**Country Club Commons Townhomes – with Potential BCC Townhome Component**



Source: Picard Architects, January 2021.

The PGA professional at the Brunswick Country Club, Mr. Dan Hogan, has agreed that (i) each of the townhomes built at 618 Sunset and on the BCC property would be allowed to have a BCC membership attached to and run with each new home purchase title at a price of \$3,000 per membership (such arrangement, the “BCC Membership Program”), and (ii) each of these memberships would be subject to \$300 monthly dues. Notwithstanding, the exclusive club membership could be activated or deactivated at any time, such that, these monthly dues would only be owed during times a given membership is active. Given no formal contractual arrangement has been made between the entity that will develop this project, Upper Westside Destinations LLC, and BCC for the purchase of the BCC Property, the inclusion of these 87 additional townhomes on the BCC Property is not part of this market study.

### **Brunswick Country Club**

The Brunswick Country Club (BCC) is considered a key component to the potential success of the 618-Sunset townhome development and is integral to the community plan.

Brunswick Country Club was designed by legendary golf course architect Donald Ross in 1920 (100 years ago). BCC is recognized as one of the most authentic Ross Designs in America today. BCC can fairly be described as the “St. Andrew’s of the Coast of Georgia.” It is regarded as a haven for true dyed in the wool ardent golfers.

Currently BCC has approximately 400 members. Most BCC club members live on nearby St. Simons Island. Because of its long-standing (and far reaching) reputation among both avid and casual golfers regionally and nationally, some 15-20 percent of these members are “out of town” members who do not utilize the club as much as local members. Also, there are social members who do not play golf.

Membership has been steadily increasing, with this the case even though there is little in the way of a formal marketing budget or program. Rather, marketing is “primarily by word of mouth” according to BCC golf pro Dan Hogan. The club is profitable, and the restaurant enjoys steady business.

The BCC club membership Initiation Fee is \$3,000. Monthly dues are \$300. The club’s golf professional, Dan Hogan, indicates that, in addition to the base fee of \$300 per month, members typically average approximately \$300 in additional club spending monthly – for a total average spending per member of approximately \$600 per month. Non-members can only play with a member or by gaining a member’s permission, and, in such case, the member does not have to play with the guest but must set up the outing).

In addition to golf, the club features a broad array of other amenities including its distinctive 16,000-square-foot Clubhouse facility that was opened in June 2009 and that features a golf shop, spacious dining areas, a grill room and bar area, locker rooms, a meeting room, swimming pool, and state-of-the-art fitness center.

The clubhouse floorplan has built-in flexibility to accommodate large member functions, special events, class reunions, and wedding receptions, reunions, special events and business functions.

BCC recently purchased an additional 8 acres (on its south boundary) with high-visibility frontage on US Hwy 17 and plan to add a world-class tennis club facility along with a short-course golf learning center there.

BCC club management and members are working in close concert with two veritable golf legends in establishing this golf learning center component on these 8 acres: Steve Melnyk (who grew up locally), and is known for winning the British Amateur and the US Amateur Opens, as well being a long-running CBS golf commentator; and Ray Cutright, who is renowned for his handmade golf club designs, and is highly regarded as a golf instructor, both as a former pro at *Sea Island Golf Club* on St. Simons Island, and at *Idle Hour Golf Club* in Macon, GA.

BCC is the site of one of the Top 5 amateur golf tournaments in Georgia, the “Golden Isles Invitational”, which is held there each year over the 4th of July holiday. The list of winners reads like a Georgia and southeast US golf hall of fame, and includes such noteworthy names as Dynamite Goodlowe, Hobart Manley, Steve Melnyk, Andy Bean and Davis Love III.

Approximately ten years ago Davis Love III was hired to return the design to the original Ross-layout, which, over time, had somewhat been abandoned due to wear and failure to maintain the full green areas that Ross had designed and oversaw construction of. The principal of the Developer, (Mr. Chip Drury), actually possesses the original hand drawings and sketches (of historic value) done by Mr. Ross during the design of the course and gave them to Mr. Love for use in retrofitting BCC to the original Ross-design.

Parker Associates’ ensuing report describes overall consumer demand as well as three comparable area townhome neighborhoods that currently (or recently) offer attached townhome and condo dwellings. These communities represent 38 competitive dwelling floorplans that have recently been sold or are being offered in the market, and, as such, provide Price, Size and Value (\$/Sq.Ft.) comps/characteristics of products active in the market.

**Executive Summary - Analysis** of this data has resulted in Parker Associates making the following recommendations and projection estimates for the 26 planned townhomes in the anticipated Country Club Commons Community development:

- (1) overall product offerings are recommended to be from 1,600 to 2,000 square feet (1,800 sq.ft. average) in size;
- (2) priced from \$315,000 to \$415,700 (including premiums);
- (3) sold out in less than 12 months (conservatively averaging 2.5 sales per month);
- (4) projected to generate a total revenue of \$10.58 million.

Parker Associates determined that this community’s exclusive golf Country Club location with extensive World-class amenities (including high-end finishes, coupled with sustainable “green” construction home features, a rooftop Garden Deck [some with golf views], a central events “commons” green, and a BCC membership with full country club amenities access) warrants above market pricing consideration due to these unique components.

As explained in the following report, there is confidence that existing and future demand based on (a) this property's location in close proximity to BCC and high-employment centers, including the Federal Law Enforcement Training Center (FLETC), the College of Coastal Georgia, and Southeast Georgia Health System's Brunswick Campus), (b) post-Covid employment growth anticipated in this submarket, and (c) the a dearth of similar new and relatively low maintenance housing offering alternatives such as 618 Sunset in the overall Brunswick/St. Simons market is expected to (i) attract both upper middle income and affluent buyers, and (ii) absorb quickly.

## **Appendix A: Consumer Demand Characteristics**

**Population, Household and Household-Size Trends (Appendix A – Exhibit 1):** Appendix A – Exhibit 1 of this report makes reference to (i) Brunswick, (ii) surrounding areas of Glynn County, including St. Simons, (iii) the three-county Brunswick MSA, and (iv) the State of Georgia between 2010 and 2019. The table shows that St. Simons, Glynn County, and Georgia all experienced similar growth rates between 2010 and 2019 (0.8 to 1.0 percent average annual growth). The City of Brunswick saw only a 0.1 percent average growth rate during this period.

Brunswick is the employment core of the MSA, but it is evident that most household growth (and accompanying wealth) migrates to St. Simons Island (a more affluent coastal resort environment) and commute to Brunswick and surrounding areas for employment. The Glynn County area added some 560 new households annually (22 percent of which located to St. Simons Island compared to 3 percent in Brunswick).

Parker Associates believes the reasons for this disparity are three-fold:

- 1) in-migrants (which make up 80 percent of area's population and household growth) typically tend to have more wealth and be more affluent and are attracted to St. Simon's affluent "high-end" resort island environment.
- 2) in Brunswick, over the past decade there has been a sustained void of new available housing and investment in new residential development (despite employment growth and being the employment hub in the region - as shall be shown later in this analysis) a large number of newcomers opt to locate to St. Simons (one in four new households to the entire region located in St. Simons over the past decade).
- 3) St. Simons Island "is an island", which adds to its appeal, notwithstanding, land is limited and expensive there, with St. Simons (i) running out of available land for new investment and its existing infrastructure is currently stressed beyond capacity and aging, (ii) having intensive traffic congestion on its lone access bridge, and three primary arterial roadways are overloaded, due in part to large numbers of service and maintenance vehicles coming from the mainland serving island residents. Despite ongoing efforts to mitigate these issues, the logical assumption is St. Simons prices will continue to rise (eliminating this as a housing option for many), and subsequent re-investment in mainland alternatives will emerge in helping to absorb the anticipated Post-Covid-era surge of demand and growth that is expected here.

Projections through 2024 (five years) indicate the market area is expected to remain stable in terms of annual growth rate (hovering around 0.8 to 0.9 percent) percent per year in terms of population and households. During this same time Georgia population and household growth rates also are expected to increase but at a lower rate (from 1.0 to 0.9 percent in population annually). Although growth rates on a county, MSA and Statewide levels are relatively low, growth in numeric terms is expected to increase slightly over the next five years. It is important to note that these projections are provided by a national demographics provider *Experien's Alteryx "DemographicsNow"* platform which typically are based on past trends and estimates and fail to anticipate (or take into account) local events and conditions of impact, and recent trends in most markets. Thus, they tend to be conservative.

In concert with population and household growth, demand for homes will be growing as all home buyer consumers (first-time, move-up, retiree, family, empty nesters, singles, couples) all are strongly represented in this market. Brunswick is the ninth largest MSA in Georgia and is expected to continue to attract employment and migrants to the area.

**Components of Population Change (Appendix A – Exhibit 2):** As mentioned, Glynn County and the overall Brunswick MSA experiences a much higher net in-migration population percent than the State of Georgia. Between 2010 and 2019, 80 percent of Glynn County growth is due to in-migration as opposed to “Natural Growth” (defined as births minus deaths). Georgia attributes only 48 percent to in-migration overall.

**Household Age and Income Comparisons (Appendix A – Exhibit 3):** These two graphs compare the City of Brunswick, St. Simons, Glynn County, Brunswick MSA and the State of Georgia in terms of household age and income.

In terms of household age (head of household age) the Brunswick MSA (and Glynn County) are characteristic of a primarily employment driven markets with households reflecting a typical bell-curve reflecting the broad range of household age groups. The city of Brunswick shows a significantly higher percent of younger households in contrast to neighboring St. Simons which reflects a much older population base (typical of a high retiree market – often seen in retiree-oriented Florida markets). Taken together, the two balance out to reflect a more typical market area bell curve.

The same can't be said (historically) for average annual household income. As might be expected, St. Simons reflects a markedly higher household income (and affluence/welath) base; whereas Brunswick features a disparate ratio of very low household incomes.

The “Household Age by Income” table (**Appendix A - Exhibit 4**) illustrates the number of households in the Primary Market Area households that are generally on par, or above the regional and state levels.

**Consumer Market Potential (Appendix A – Exhibit 5):** This table distributes Brunswick MSA households by age and income to help better identify potential consumers in the market suitable for the anticipated townhome offerings in the Country Club Commons development at the recommended price points. The projected consumer income required to purchase a residence in this community would be from \$75,000 to \$150,000 annual

household incomes (10,033 households or 21 percent of total market area households in 2019). Those higher than \$150,000 annual income are assumed, but, when added bring the total to over 31 percent.

**Employment/Permit Ratio (Exhibits 6):** The E/P Ratio is a tool used by analysts to project short-term, employment generated (or employment based) housing demand.

Put simply, a 1:1 ratio indicates a new job is roughly equivalent to a new housing consumer in the marketplace. Anything above a 1:1 ratio indicates short-term (normally thought of as two years) future housing-demand.

Exhibit 6 examines the historic and current E/P Ratio for the Brunswick MSA since 2010 and reveals that, after several years of low or even negative demand/contraction during the tail-end of the Great Recession, short-term demand currently exists based on a combination of lower new housing production and the recent surge in new employment to the area. The impacts of the Covid-19-related shutdown in 2020, though devastating and real, are considered by analysts to be an anomaly that will be rectified by an aggressive recovery once the pandemic subsides, which is assumed to be within the next two or three quarters. Many conservative analysts see recovery achieving a significant surge in both employment and a soaring GDP of up to 3.5 to over 4 percent (and as high as 6 percent according to some) in the first 12-months following this subsiding.

Over the past five years, the Brunswick MSA E/P Ratio (i.e., the disparity of new housing to new employment) has averaged at over 2 percent, which thus indicates that, during the post-Covid economic recovery, new employment-based housing demand is likely to surge even higher in this market.

In Southeastern U.S. states, especially coastal states in this region, the E/P Ratio projection technique is often skewed by the high proportions of non-working retiree housing demand in certain markets, which thus has the effect of diluting the employment analysis part of this simple equation. However, retirees are considered “a given” in nearly any housing type in Southeastern U.S. coastal resort areas, typically comprising 15 to 25 percent of all housing consumers in housing developments in such areas (over and above employment growth-based demand).

**Employment and Employment Growth Trends (Appendix A – Exhibit 7):** As alluded to earlier, a significant component of the current overall SE Georgia markets (including Brunswick) is employment and employment growth trends.

Since 2011, average annual employment growth has averaged 1.0 percent per year. This growth trend includes intermittent downturns coming out of the Great Recession earlier in the decade. In 2020 (through November) the area experienced nearly 12 percent in job losses (over 4,300 jobs) attributed to the Worldwide pandemic. These jobs typically are concentrated primarily in the services, hospitality, and travel industries in most cases. Again, Parker Associates anticipates a recovery surge once Covid-19 is addressed, health concerns abate, and restrictions are lifted.

Growth has a direct impact on housing demand (as illustrated in the E/P Ratio). **Exhibit 8 (Top Employers)** shows the top employers in the Glynn County market providing an

insight into industry types illustrating a diverse economy. Of particular relevance to the subject's site location (apart from the Brunswick Country Club) is its close proximity to the expansive Federal Law Enforcement Training Center (FLETC) facility virtually located less than a mile from the planned development. This long-standing and stabilizing component to the local economy provides a substantial amount of economic impact to the Brunswick community. In addition to being one of the area's largest employers (1,300±), FLETC typically runs some 21,000 law enforcement students (representing some 84 federal Homeland Security related organizations) through its training programs each year. While the base provides some 2,000 beds in its onsite housing, it often creates a demand for temporary housing in the area (providing an opportunity for short-term rentals to investment minded home buyers). This potentially could represent another opportunity (option) for this development. More details on FLETC and its history and economic impact (along with other local employers of impact) are presented in **Appendix D** of this report.

**Building Permit Trends (Appendix A – Exhibit 11):** Since 2010, a total of 4,237 permits have been issued in Glynn County (averaging 425 per year). Over the past five years, this average has increased 13 percent to 486 new housing units permitted annually.

This indicates Glynn County experienced modest and steady new housing growth (all single family). This growth dropped off in 2019, but recovered again in 2020, despite the pandemic-driven economic recession, in adding 446 housing units (in 2020), including some 90 multi-family units, to this market during this time. Some 36 of the permitted multi-family units in 2020 were duplex (or attached) dwellings. This underscores that, despite the downturn, housing demand remains and is expected to continue to remain a strong economic component.

## **Appendix B: Competitive Development Characteristics**

**Location Map (Appendix B – Exhibit 1):** Shows the location of the three active townhome communities surveyed in the overall market.

Parker Associates found few active townhome/multi-family communities in the market (none in Brunswick), but three actively selling in St. Simons.

These communities have reported: (i) over 274 sales over an average 20-24-month selling period; and (ii) an overall average of 3.8 sales per month, with the highest seller, Palmetto Building Group's Mariners Landing at St. Simons, selling 5.2 units per month throughout the life of that project. Currently, approximately 98 percent of all inventory surveyed is sold, with only 7 units (2 percent) remaining on the market. There is NO new supply of townhome options evident in the market, which indicates demand for this housing type option will not be served, with this lack of product supply in the market thus indicating demand for the 618 Sunset offering.

In terms of **price**, market area townhome products that were surveyed show prices ranging from (a) \$322,500 for the Reserve at Demere's two-story, 3-bedroom, 2.5-bathroom and 1,772 square foot units that feature single-car garages and that consist of 12-units per building townhome pad, and (b) to \$500,000 for Palmetto Building Group's 3-bedroom, 2.5-bathroom 1,788 square foot units (i.e. Unit 101), which is part of the

offering plan at The Villas at Gascoigne at St. Simons. The majority of offerings (53 percent) surveyed show prices concentrated from \$300-400,000 and between \$425-500,000 (44 percent). The overall average price of surveyed townhomes is \$411,028.

The majority of dwelling **sizes** offered in the market are narrowly clustered between 1,725 and 1,800 square feet of heated and cooled space. The average townhome size in this market is 1,787 square feet.

Home **value** ratios (price per square foot of heated and cooled space) range broadly from \$177 per square foot to \$330 per square foot. These are concentrated in three groups:

- \$175-\$200 per square foot (34 percent);
- \$200-\$260 per square foot (29 percent);
- \$260-\$330 per square foot (34 percent)

**Community Amenities:** Community amenities most commonly found at the various neighborhoods examined are “natural and “preserve” areas, clubhouse or pool cabana, community swimming pools, and gazebos. The smaller Country Club Commons community will not be limited in terms of amenities offered due to its affiliation with Brunswick Country Club and its offering of significantly more in terms of amenities than any of the surveyed communities, including (i) providing owners with access to the BCC Membership Program, (ii) having the benefit of being gated, which the surveyed townhome projects do not offer, (iii) having the potential for an on-site “nature walk,” a central “Commons” green area and gathering “Gazebo” (and perhaps a summer kitchen as part of the Gazebo) for small gatherings and events, and (iv) having access to the adjacent Brunswick Country Club for walks at night after the course is closed to play.

## **Appendix C: Recommendations**

**Consumer Profile (Appendix C - Exhibit 1):** This table summarizes projected consumers for the Country Club Commons (i.e. 618 Sunset) project, in that, (i) 35 percent of buyers are anticipated to be young singles, couples and tandems (under age 45), and (ii) 65 percent are anticipated to be older couples without children (empty nesters, retirees and older couples with older children interested in country club activities being enjoyed with their parents).

Of this 35 percent, about 10 percent are expected to be families with children - both single parent and two parent couples). An additional 25 percent will likely be older singles, couples and tandems (over age 45) seeking smaller (down-size) dwelling opportunities with low maintenance and convenient location (and, in this case, country club affiliation). They are expected to be mostly status sensitive “Realists and Achiever” personalities, with the remainder expected to be “Striver” personalities (seeking uniqueness and appearance, and perception of high-quality environments at modest prices). The vast majority will have annual household incomes over \$75,000, with 80 percent anticipated to currently reside in Glynn or nearby counties.

**Recommended Dwellings (Appendix C – Exhibit 2):** On this table, Parker Associates recommends a range of three offerings from 1,600 to 2,000 square feet featuring three

stories over a base garage level (entry) and boasting bonus storage/flex space and each featuring a rooftop Garden Deck, some with views of the country club. These will include a mix of three bedrooms (or two bedrooms and a den or office), each with two and half bathrooms. Given base pricing, including as derived from the application of comparable value ratios, ranging from the low \$180s to \$197 per square foot of heating and air conditioned (HAC) area, base prices of \$315,000 to \$415,700 are expected at 618 Sunset. Demand is expected to focus attention on the middle and upper level of the price range, which can be accentuated by more aggressively merchandising units with view-premiums.

Lot values are estimated at 25 percent (20'-wide "lots" portion of each multi-dwelling townhome pad), putting average lot values at \$101,800 per dwelling, and lot location premiums are estimated to range up to 15 percent of average base price (\$50,700) at a preliminary estimate of 75 percent average. Maximum pricing with premiums increases (assuming a portion of dwellings can be physically oriented for country club views).

**Community Amenities and Dwelling Features (Appendix C - Exhibit 3):** This table lists amenities and features to support faster sales in the community. Note that it is recommended that the builder utilizes specialized "green and sustainable building" features within these dwelling designs to provide a competitive advantage (and value) over potential future competitors. Also, it is recommended that a "Nature Walk" be included into with a substantial Gazebo feature sufficient for entertaining and events (perhaps featuring a summer kitchen amenity, if possible) central to the village green.

**Sales Absorption and Annual Revenues (Appendix C – Exhibit 4):** This table projects sellout over a 12-month period (at a conservative rate of 2.5 sales per month), generating \$10.5 million in adjusted dwelling revenues (factoring 2 percent per quarter price increases through the selling period) and \$2.7 million in lot revenues (improved developable land value). Average overall dwelling price is projected to be \$404,020 per dwelling and average lot price is estimated at \$101,800 per lot (dwelling pad).

**Competitive Market Positioning (Appendix C – Exhibit 5):** The graph shows recommended pricing relative to market pricing distribution.

Exhibit 7 shows recommended price and dwelling size positioning in the current market, illustrating a broad range of base pricing competitive with other townhome community's base price offerings.

**Appendix D** includes articles of interest relevant to this property primarily focusing on area economic and employment factors and growth.

# # # #

**APPENDIX A**  
**DEMOGRAPHICS**  
**And Socio-Economic**  
**Tables and Graphs**

Appendix A - Exhibit 1

Population and Household Trends and Projections							
POPULATION	Census	Estimate	Projection	2010-2019 Change		2019-2024 Change	
	2010	2019	2024	Total #	Ann %	Total #	Ann %
City of Brunswick	15,326	15,475	15,469	149	0.1%	(6)	0.0%
St. Simons	12,804	14,047	14,689	1,243	1.0%	642	0.9%
Glynn County	79,626	85,237	88,506	5,611	0.8%	3,269	0.8%
Brunswick MSA	112,370	118,484	122,189	6,114	0.6%	3,705	0.6%
Georgia	9,687,665	10,536,293	10,953,421	848,628	0.9%	417,128	0.8%
HOUSEHOLDS							
City of Brunswick	5,703	5,869	5,864	166	0.3%	(5)	0.0%
St. Simons	6,051	6,753	7,105	702	1.2%	352	1.0%
Glynn County	31,773	34,633	36,172	2,860	1.0%	1,539	0.9%
Brunswick MSA	44,628	47,816	49,634	3,188	0.8%	1,818	0.7%
Georgia	3,585,583	3,908,792	4,090,665	323,209	1.0%	181,873	0.9%
HOUSEHOLDS SIZE							
City of Brunswick	2.52	2.47	2.47				
St. Simons	2.06	2.03	2.02				
Glynn County	2.46	2.42	2.41				
Brunswick MSA	2.48	2.44	2.43				
Georgia	2.63	2.63	2.61				
Note: The Brunswick MSA consists of Glynn, Brantley, and McIntosh Counties (including the cities of Brunswick and Darien, GA)							
Source: E-Site Analysis - Alteryx (DemographicsNow); Parker Associates, Jan 2021.							

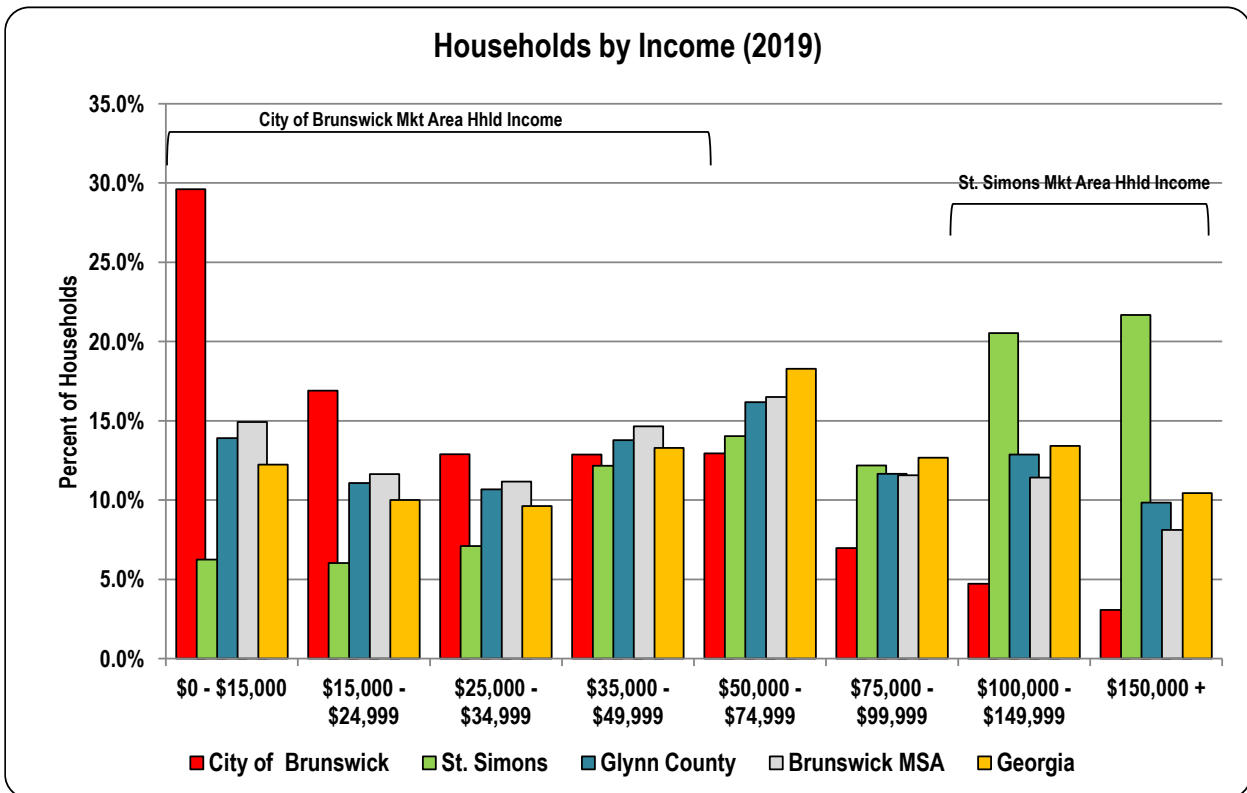
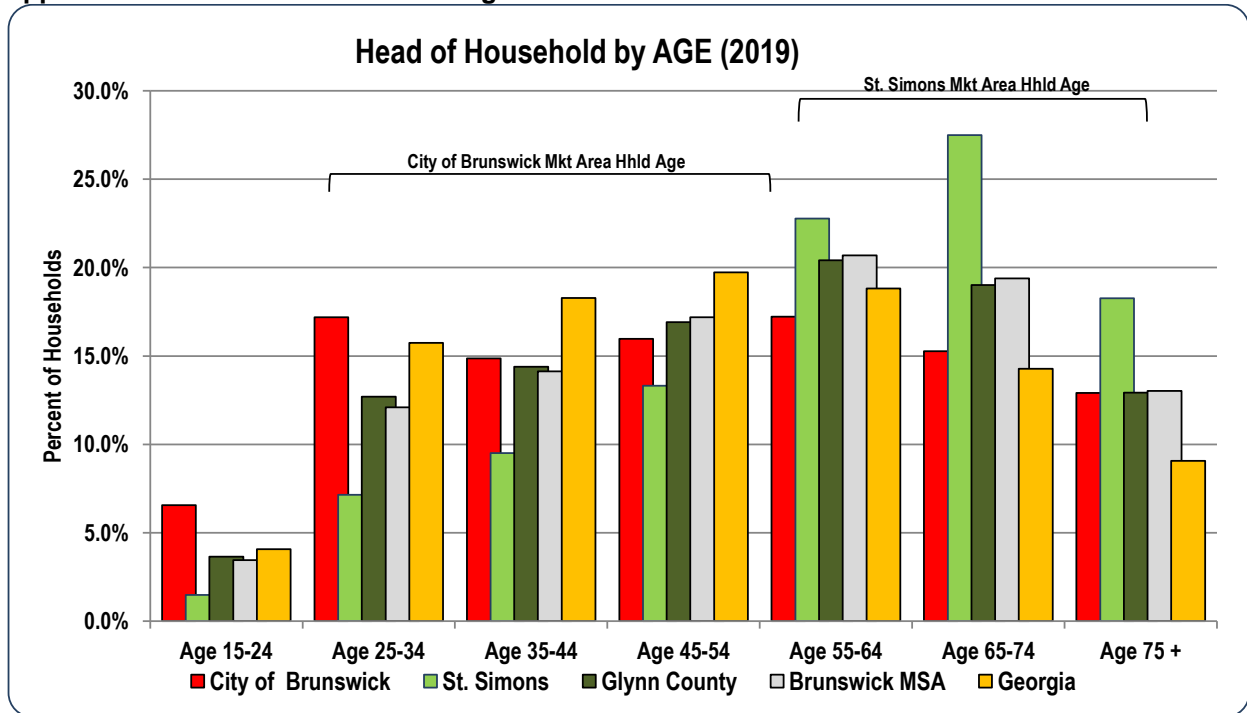
Appendix A - Exhibit 2

Glynn County and Brunswick MSA - Components of Population Change

	2010	2019	Change 2010-2019	Natural Increase		Net Migration	
				#	%	#	%
Glynn County	79,627	85,292	5,665	1,153	20.4%	4,534	80.0%
Brunswick MSA	112,385	118,779	6,394	1,334	20.9%	5,067	79.2%
Georgia	9,688,729	10,617,423	928,694	483,669	52.1%	441,756	47.6%

Source: US Census Bureau - American-Fact Finder; Parker Associates, Dec 2020.

Appendix A - Exhibit 3 – Household Age and Income



**Appendix A - Exhibit 4 – Comparative Household Income**

**Households By Income - 2019**

	Georgia		Brunswick MSA		Glynn County		St. Simons		City of Brunswick	
	#	%	#	%	#	%	#	%	#	%
\$0 - \$15,000	478,160	12%	7,140	15%	4,817	14%	422	6%	1,738	30%
\$15,000 - \$24,999	391,376	10%	5,565	12%	3,836	11%	408	6%	992	17%
\$25,000 - \$34,999	376,156	10%	5,340	11%	3,696	11%	479	7%	756	13%
\$35,000 - \$49,999	519,701	13%	7,004	15%	4,774	14%	822	12%	756	13%
\$50,000 - \$74,999	714,728	18%	7,893	17%	5,601	16%	948	14%	760	13%
\$75,000 - \$99,999	495,356	13%	5,532	12%	4,041	12%	823	12%	409	7%
\$100,000 - \$149,999	524,763	13%	5,461	11%	4,457	13%	1,387	21%	277	5%
\$150,000 +	408,553	10%	3,883	8%	3,412	10%	1,464	22%	181	3%
	3,908,792	100%	47,816	100%	34,633	100%	6,753	100%	5,868	100%
\$50,000 + Hhlds	2,143,400	55%	22,768	48%	17,511	51%	4,622	68%	1,627	28%
\$75,000 + Hhlds	1,428,672	37%	14,876	31%	11,910	34%	3,674	54%	867	15%

Source: E-Site - Alteryx Eperian (DemographicsNow); Parker Associates, Jan 2021

**Appendix A - Exhibit 5 – Age by Income – Target Groups**

**Households Age By Income - 2019**

Brunswick MSA	Age 15-24		Age 25-34		Age 35-44		Age 45-54		Age 55-64		Age 65-74		Age 75 +		TOTAL	%	Target Market Hhlds	% of Total Market
\$0 - \$19,999	467	28%	1,085	19%	923	14%	1,438	17%	1,960	20%	1,771	19%	2,105	34%	9,749	20%		
\$20,000-39,999	478	29%	1,494	26%	1,504	22%	1,334	16%	2,160	22%	2,609	28%	1,463	23%	11,041	23%		
\$40,000-59,999	414	25%	1,093	19%	1,203	18%	1,123	14%	1,440	15%	1,838	20%	781	13%	7,892	17%		
\$60,000-74,999	129	8%	413	7%	741	11%	869	11%	813	8%	723	8%	571	9%	4,259	9%		
\$75,000-99,999	98	6%	730	13%	902	13%	1,230	15%	1,332	13%	942	10%	298	5%	5,532	12%	5,136	11%
\$100,000-124,999	16	1%	318	5%	546	8%	831	10%	913	9%	574	6%	296	5%	3,494	7%	3,182	7%
\$125,000-149,999	22	1%	184	3%	343	5%	480	6%	394	4%	314	3%	230	4%	1,967	4%	1,715	4%
\$150,000 +	26	2%	469	8%	599	9%	919	11%	883	9%	503	5%	484	8%	3,883	8%		
Households	1,650	100%	5,786	100%	6,761	100%	8,224	100%	9,895	100%	9,274	100%	6,228	100%	47,816	100%	10,033	21%
	3%		12%		14%		17%		21%		19%		13%		100%			

Source: E-Site - Alteryx Eperian (DemographicsNow); Parker Associates, Jan 2021

**Appendix A - Exhibit 6 – E/P Ratio**

<b>E/P Ratio (Employment/Permit Ratio) 2010-2020</b>							
<b>Year</b>	<b>Brunswick MSA Employment</b>	<b>Annual New Jobs</b>	<b>Building Permits (dwellings)</b>			<b>Employment/Permit Ratio</b>	
			<b>Single-Family</b>	<b>Multi-Family</b>	<b>Total</b>		
2010	46,323	na	307	0	307	na	
2011	46,503	180	304	0	304	0.6	
2012	46,944	441	368	0	368	1.2	
2013	45,329	-1,615	409	0	409	-3.9	
2014	45,499	170	427	0	427	0.4	
2015	47,618	2,119	464	0	464	4.6	
2016	49,475	1,857	483	0	483	3.8	
2017	50,450	975	539	0	539	1.8	
2018	50,389	-61	568	0	568	-0.1	
2019	50,802	413	368	10	378	1.1	
2020	45,453	-5,349	356	90	446	-12.0	
<b>Totals</b>		-870	4,593	100	4,693	Avg / past 5 yrs	
<b>Averages</b>	47,708	-87	418	9	427	2.2	

Note: Average E/P Ratio excludes 2020.

Source: GA Research & Economic Database; SOCDS Building Permits; Parker Assoc Jan 2021.

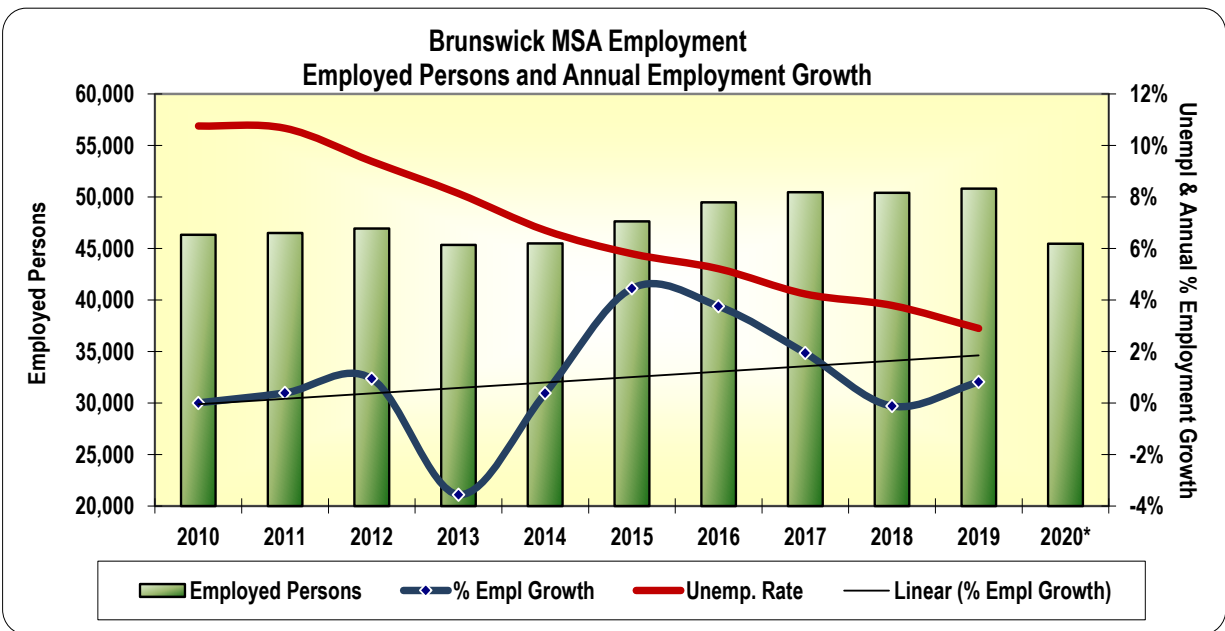
## Appendix A - Exhibit 7 – Employment Trends

### Brunswick MSA - Market Area Employment, Growth and Unemployment Rate (2020)

Brunswick, GA Metropolitan Statistical Area							GEORGIA
Year	Civ.Labor Force	Employed Persons	# Empl Growth	% Empl Growth	Unem-ployed	Unemp. Rate	Unemploy. Rate
2010	51,904	46,323	na	na	5,581	10.8	10.6
2011	52,054	46,503	180	0.4%	5,551	10.7	9.8
2012	51,803	46,944	441	0.9%	4,859	9.4	8.7
2013	49,342	45,329	-1,615	-3.6%	4,013	8.1	7.6
2014	48,768	45,499	170	0.4%	3,269	6.7	6.5
2015	50,547	47,618	2,119	4.4%	2,929	5.8	5.6
2016	52,195	49,475	1,857	3.8%	2,720	5.2	5.3
2017	52,679	50,450	975	1.9%	2,229	4.2	4.3
2018	52,373	50,389	-61	-0.1%	1,984	3.8	3.8
2019	52,317	50,802	413	0.8%	1,515	2.9	3.1
2020*	48,053	45,453	-5,349	-11.8%	2,600	5.7	5.8
AVG	51,094	47,708	498	1.0%	3,465	6.8	6.5
Avg Past 4- yrs (through 2019a0)	50,914	48,881	-1,666	0.9%	2,033	4.1	4.2

\* Nov 2020.

Source: Ga Dept of Labor, Labor Market Statistics, Parker Associates, Jan 2021.



**Appendix A - Exhibit 8 – Top Employers**

**Glynn County - Top Employers**

	<b>Employer</b>	<b>Industry</b>	<b>Number of Employees</b>
1	SE Georgia Health System	Healthcare - Hospital	2,691
2	Glynn County School System	Education	1,941
3	Sea Island Company	Hospitality - Resort/Real Estate	1,762
4	Federal Law Enforcement Training Ctr (FLETC)	Government - Dept of Homeland Security	1,300
5	Glynn County	Government - Local	900
6	Brunswick Cellulose Inc	Paper Manufacturer	600
7	Brunswick Cellulose	Bleached Pulp	550
8	Wal-Mart Super Center	Retail	500
9	eBay Enterprise Inc	Call Center	450
10	Radial	Call Center	400
11	Jekyll Island Authority	State Park	350
12	Rich Products Corporation	Frozen & Processed Seafood	350
13	King & Prince Seafood Corp	Food Manufacturer	345
14	Gulfstream Aerospace	Aviation - New Aircraft Completion/Maintenance	310
15	College of Coastal Georgia	Education - Four-Year College	300
16	International Auto Processing	Vehicle Import / Export Processing	300
17	Pinova Inc	Chemical Manufacturer	247
18	King & Prince Resort	Hospitality - Hotel	230
19	Pinova Solutions	Resins, Paper Chemicals.	216
20	United Road Services	Specialized Trailers, Tractor Trailer Service	150
21	PaR Marine	Custom Metal Fabrication & Assembly	130
22	Stambaugh Aviation	Aviation - Aircraft Repair & Refit	117
		Total Large Employers - Employment	14,139
		Percent of All Area Employment	31%

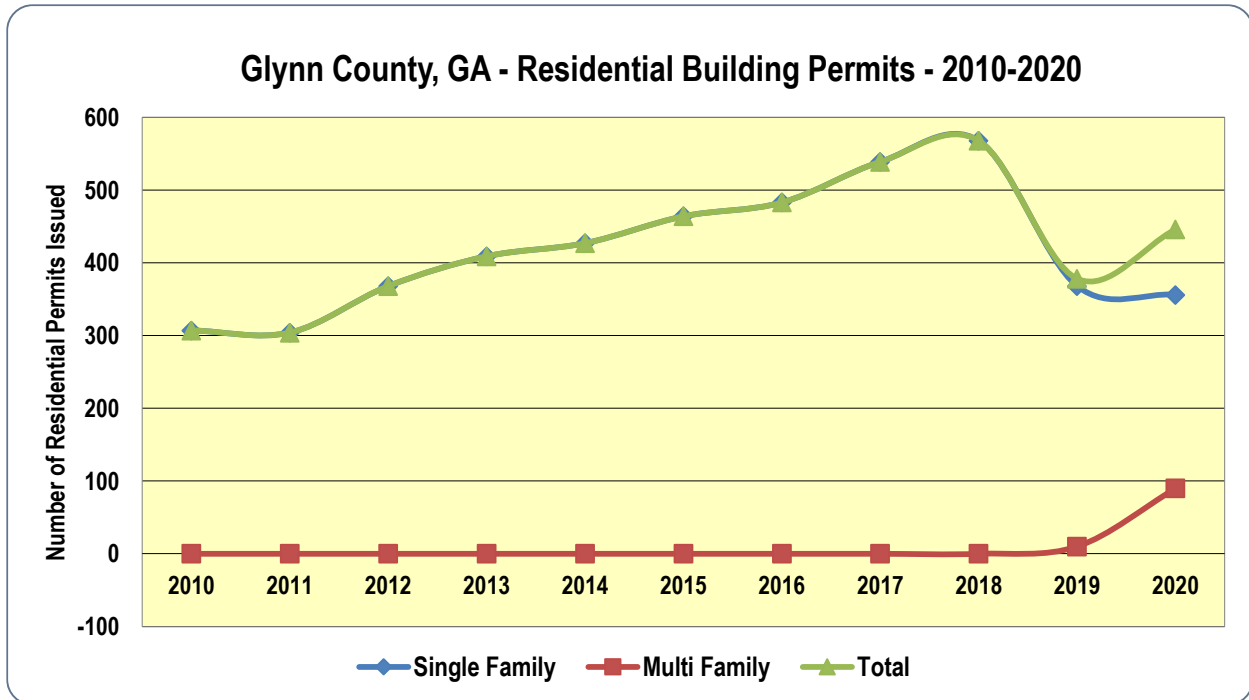
Source: Golden Isles Development Authority; Parker Associates Jan 2021

Appendix A - Exhibit 9 – Residential Building Permits

**Residential Building Permits 2010-2020 (through November)**

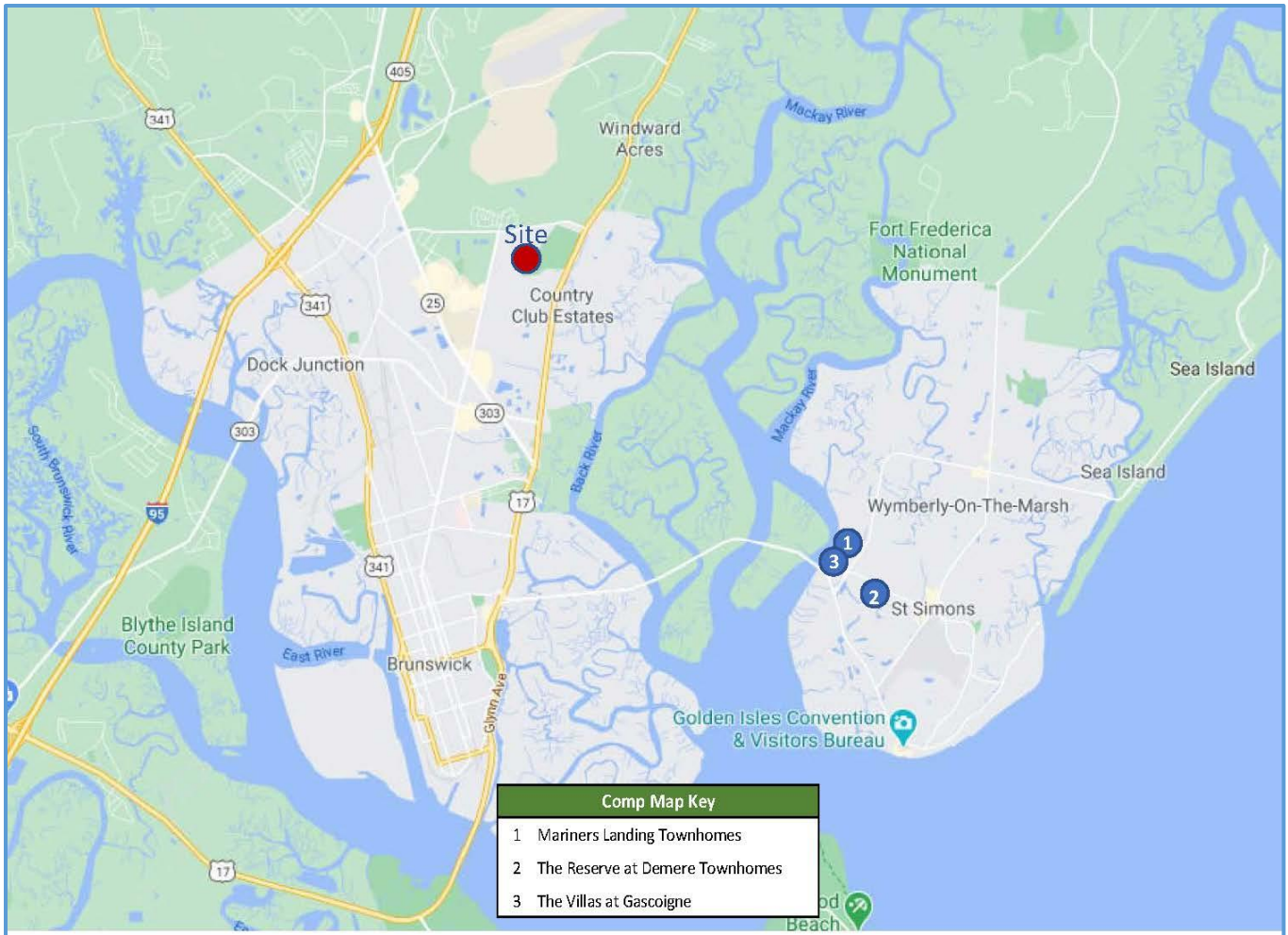
Glynn County, GA	Year	Single Family	Multi Family	Total
	2010	307	0	307
	2011	304	0	304
	2012	368	0	368
	2013	409	0	409
	2014	427	0	427
	2015	464	0	464
	2016	483	0	483
	2017	539	0	539
	2018	568	0	568
	2019	368	10	378
	2020	356	90	446
<b>TOTAL (thru 2020)</b>		4,237	10	4,247
<b>AVERAGE (thru 2020)</b>		424	1	425
<b>Past 4 years Average</b>		458	25	486
<b>% Diff Past 4 vs 10yr Avg</b>		7%	96%	13%

Source: SOCDS Building Permits Database; Parker Associates, Jan 2021.



**APPENDIX B**  
**COMPETITIVE MARKET OFFERINGS**  
**SURVEYED**  
**TABLES AND GRAPHS**

**Appendix B – Exhibit 1  
Comp Map**





**Appendix B - Exhibit**  
**COMPS SUMMARY – Averages and Characteristics**  
**Brunswick Area - Comps Summary of Averages**

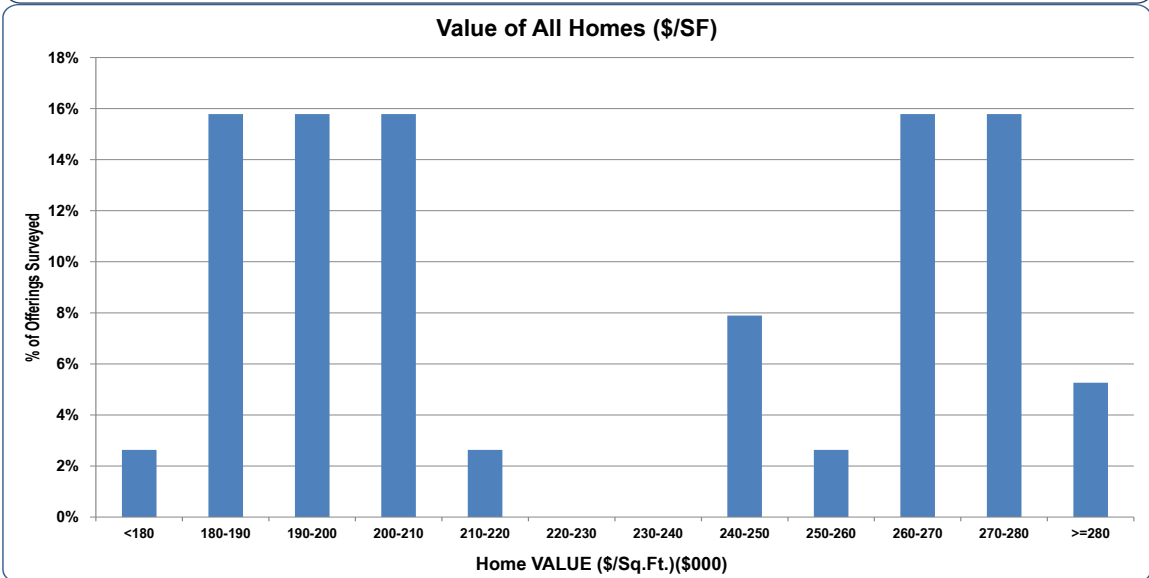
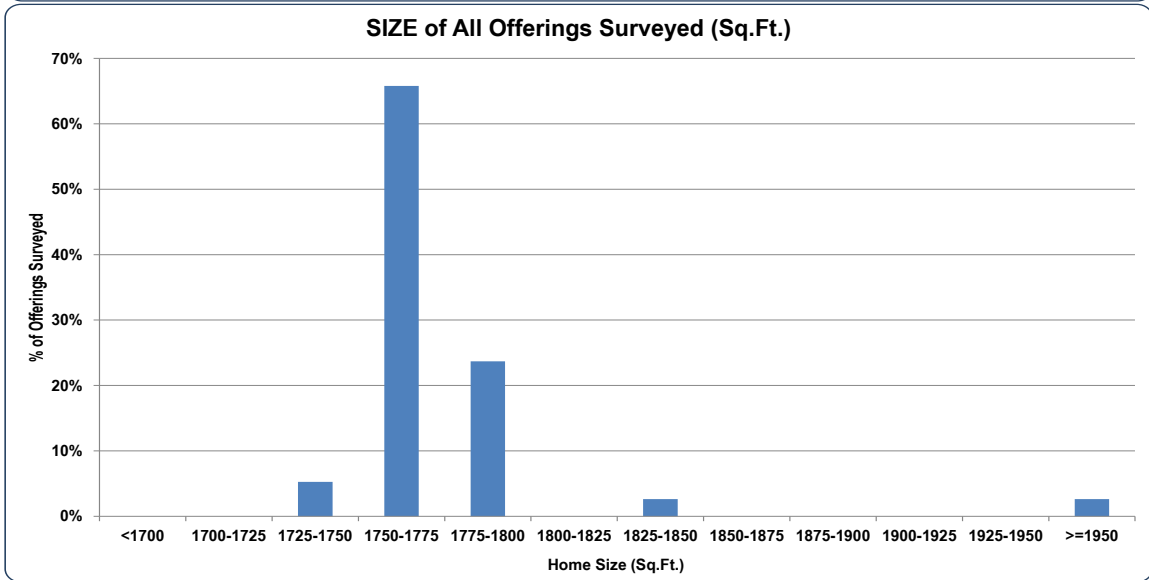
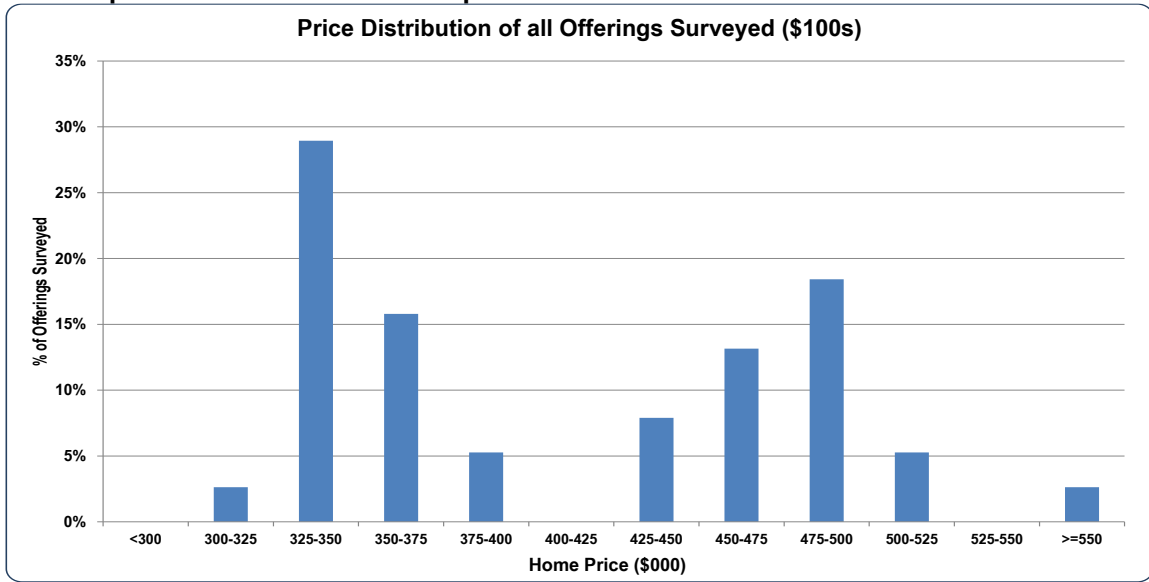
LOTS			DWELLINGS							COMMUNITY		
Width (Feet)	Depth (Feet)	Area (Sq.Ft.)	St-ory	Ga- rage	Bon- us BR	+ Bath	Price (\$000s)	Size (SF)	Value (\$/SF)	Assoc. Fee/ Month	Capital Contribution Fee	
22	107	2,322	2	1	2.9	42%	2.4	411.03	1,787	230.15	\$239	\$750
Total Communities Surveyed					3		Townhomes			53%		
Total Subdivisions Surveyed					3		Condos			47%		
Total Offerings Surveyed					38							

**Brunswick Area - Market Area Competitive Products**

SSI COMPS	Builder	Start Year	Dwelling Types	Price Range (\$000s)				Avg Monthly Sales Absorption			HOA/Mo	Capital Contribution Fee	Notes		
				Low	High	Total Planned	Available	Total Sold	Months Selling	Sales/Mo Absorp Rate					
1	Mariners Landing	Palmetto Building Group	2016	Townhome	\$345	\$390	125	0	125	61	5.2	\$145	\$750	Sold Out. Resales Only.	
2	The Reserve at Demere	Palmetto Building Group	2013	Townhome	\$322	\$342	102	0	102	84	5.0	\$185	na	Sold Out. Resales Only.	
3	The Villas at Gascoigne	Palmetto Building Group	2017	Condo	\$439	\$585	54	7	47	40	1.1	\$432	\$750	Some remaining.	
Totals						281	7	274	184.5	11.4					
Averages			2015		\$369	\$439	94	2	91	61.5	3.8	\$254	\$750		
						Total	Avail	Sold							
						Totals	281	7	274						
						Available-v-Sold Ratio	2%	98%							

Source: Parker Associates Field Research; January 2021.

**Appendix B - Exhibit 4  
Competitive Communities Absorption**



**APPENDIX C**  
**RECOMMENDATIONS**  
**TABLES AND GRAPHS**

Appendix C - Exhibit 1  
Target Consumers Profile

HOUSEHOLD GROUPS	AGE				Percent Totals	National Projection
	18-24	25-44	45-64	65+		
<b>Younger/No Kids</b>						
- Singles		5			5	5
- Couples		15			15	9
- Tandems		5			5	3
<b>Older/No Kids</b>						
- Tandems					0	6
- Singles			5		5	11
- Empty Nesters			5	15	20	21
- Retired Couples			5	15	20	10
<b>Families/Kids</b>						
- Single Parents		2			2	6
- 1 Income Couples		3			3	5
- 2 Income Couples		5	10	10	25	24
<b>Percent Total</b>	0	35	25	40	100	100
<b>National Projection</b>	7	33	30	30	100	
<b>PSYCHOGRAPHIC GROUPS</b>						
- Actualizers					0	10
- Self Esteem Achievers		10	5	15	30	16
- Self Esteem Realists		20	10	15	45	15
- Believers		5	10		15	14
- Strivers		5	5		10	15
<b>HOUSEHOLD INCOME</b>						
- Under \$50,000						68
- \$50-75,000					15	18
- \$75-100,000					55	9
- Over \$100,000					30	4
<b>LOCATION ORIGIN</b>						
SE Georgia Counties					80	
Other Georgia					10	
Out of State					10	

Source: Parker Associates, January 2021

**Appendix C - Exhibit 2  
Product Recommendations**

**Country Club Commons Townhomes - Recommended Products**

Type	BR/Ba	Stories 2/over Ground	HAC Sq.Ft.	Value \$/SF	Price \$000s	Mix	Dwlg	Sales Revenue \$000s	Improved Lot Value (\$000s) 18%	Max Premium 15%	Max Price (\$000s)	Top Value \$/SF
A	2d-3/2.5	3	1,600	\$ 196.9	\$ 315	31%	8	\$ 2,520	\$ 61.2	\$ 50.7	365.7	\$ 228.6
B	3/2.5	3	1,800	\$ 186.1	\$ 335	38%	10	\$ 3,350	\$ 61.2	\$ 50.7	385.7	\$ 214.3
C	3/2.5	3	2,000	\$ 182.5	\$ 365	31%	8	\$ 2,920	\$ 61.2	\$ 50.7	415.7	\$ 207.9
<b>Total</b>							<b>100%</b>	<b>26</b>	<b>\$ 8,790</b>	<b>\$ 1,582</b>		
<b>Location Premiums (@ 50% of all units) Average</b>								<b>\$ 1,538</b>				
<b>Total Revenues</b>								<b>\$ 10,328</b>	<b>\$ 1,582</b>			
<b>Average Price Per Dwelling and Per Lot</b>								<b>397.2</b>	<b>\$ 60.9</b>			

Note: "d" = Den, office, bonus space, library, loft space, etc . . .

Source: Parker Associates, January 2021

**Appendix C - Exhibit 3  
Amenities**

<b>Country Club Commons Community Amenities and Dwelling Features</b>	
<b>Amenities</b>	<b>Description</b>
Entry	Gated - Identification monuments on both entrances
Events Commons (Green)	Large central EVENTS Green - Gathering - Park Setting- Central Gazebo
Paving	Custom masonry paving at entry.
Landscaping	High quality
Overall Site	Pathways (sidewalks) linking neighbors.
Brunswick CC Membership Initiation	\$3,000 value membership initiation fee (including ALL AMENITIES ACCESS)
Connected Community	Internet Wi-Fi communications in all homes.
<b>Dwelling Features</b>	
Exterior	Attractive architectural design in coastal Georgia motif. Full landscaping maintenance for every dwelling (CA fee).
Interior	Net Zero Features Roof-top Garden Deck featuring views over the marsh and river 11' high ceilings in major living space 8' high entry doors Quartz Kitchen and vanity countertops Wood or raised panel cabinet doors in kitchen and baths Tray ceilings, crown moldings, niches and built-ins. Full name-brand Energy Efficient appliance package Ceramic tile in foyer, baths, kitchen, breakfast area, and laundry Quick recovery water heater High efficiency air conditioning Ceiling fans in Bedrooms and Living area Finished 1-Car Garages Security system Community Intranet

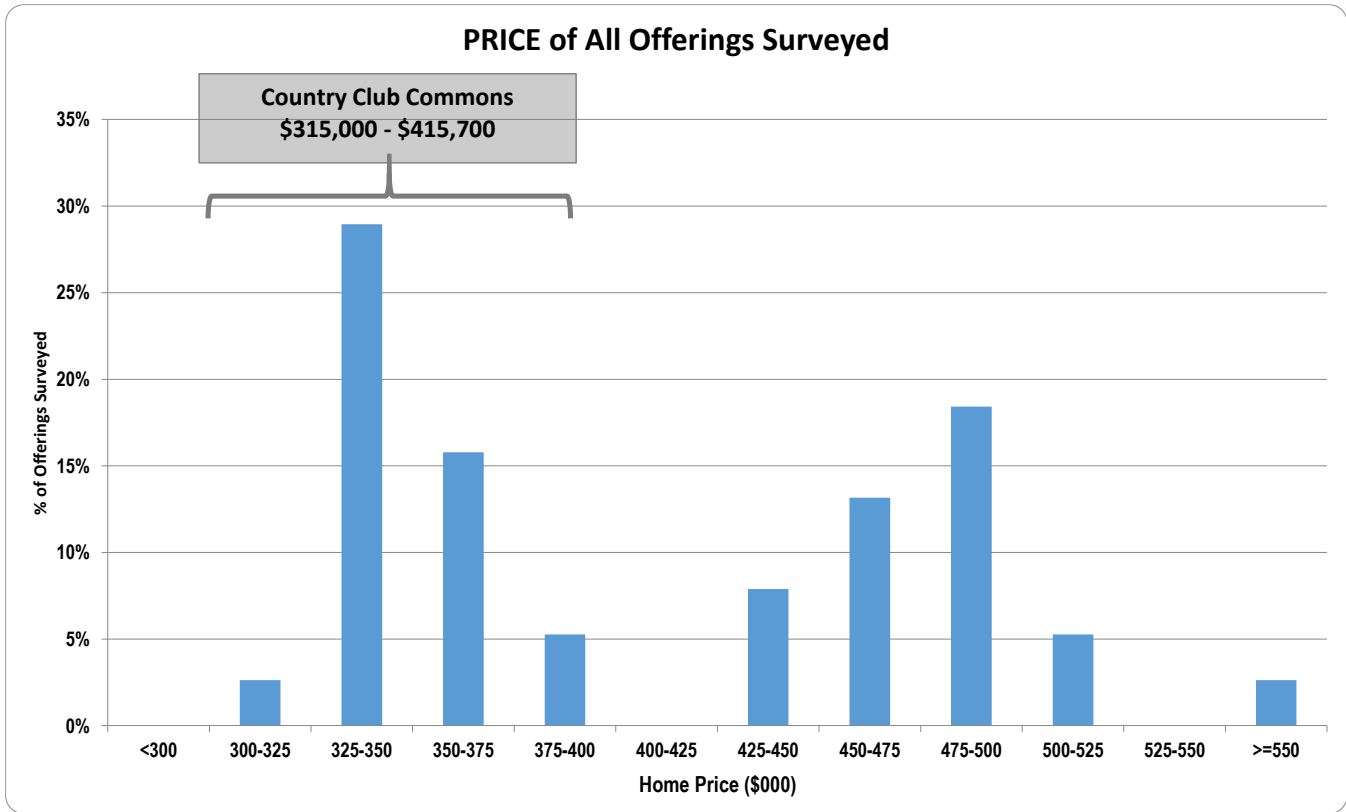
Source: Parker Associates January 2021

Appendix C - Exhibit 4  
Absorption and Revenues

**Country Club Commons Townhomes - Projected Absorption and Revenues**

PRODUCTS		1-3 mos	4-6 mos	7-9 mos	10-12 mos	TOTAL
A	1600 sf	2	3	2	1	8
B	1800 sf	2	3	3	2	10
C	2000 sf	2	3	2	1	8
<b>TOTAL</b>		<b>6</b>	<b>9</b>	<b>7</b>	<b>4</b>	<b>26</b>
<b>PERCENT</b>		<b>23%</b>	<b>35%</b>	<b>27%</b>	<b>15%</b>	<b>100%</b>
<b>BASE PRICE (\$000s)</b>						
A	315.0	630	945	630	315	2,520
B	335.0	670	1,005	1,005	670	3,350
C	365.0	730	1,095	730	365	2,920
<b>PREMIUMS</b>	<b>50.7</b>	<b>304</b>	<b>456</b>	<b>355</b>	<b>203</b>	<b>1,319</b>
<b>TOTAL DWELINGS (\$000s)</b>		<b>2,334</b>	<b>3,501</b>	<b>2,720</b>	<b>1,553</b>	<b>10,109</b>
<b>PERCENT</b>		<b>23%</b>	<b>35%</b>	<b>27%</b>	<b>15%</b>	<b>100%</b>
<b>PRICE INCREASE (2%/Qtr+)</b>		<b>1.02</b>	<b>1.04</b>	<b>1.06</b>	<b>1.08</b>	
<b>REVISED TOTAL (\$000s)</b>		<b>2,381</b>	<b>3,641</b>	<b>2,883</b>	<b>1,677</b>	<b>10,583</b>
<b>AVG \$/DWELLING (\$000s)</b>						<b>407.03</b>
<b>AVG LOT PRICE @ 25% (\$000s)</b>						<b>101.8</b>
<b>TOTAL LOT REVENUES (\$000s)</b>						<b>2,645.7</b>
<p>Note: All base lot revenues are in year-end 2020 dollar values. Sales of 26 dwellings in 12 months constitute a conservative average of 2.2 sales per month.</p>						
<p>Source: Parker Associates, January 2021</p>						

**Appendix C - Exhibit 5  
Comparison of Recommendations to Market Base Prices**



**APPENDIX D**  
**ARTICLES**



**ECONOMIC IMPACT OF**  
**Brunswick-Golden  
Isles Airport**





## Georgia Airports Mean Business

Georgia's airport system of 104 publicly-owned, public-use airports – nine commercial service airports and 95 general aviation airports – are essential to the state's transportation and economic infrastructure, supporting its diversified industries including technology, manufacturing, distribution, tourism, and agriculture. These businesses utilize Georgia's airports to transport employees, customers, vendors and goods, which spur economic development. Airport businesses support on-site and local jobs by providing aviation-related goods and services to aircraft and passengers. Additionally, on-airport capital improvements promote economic activity in the

community through increased construction jobs and the purchase of goods and services. Georgia's business and leisure visitors, who regularly arrive on commercial airlines and general aviation aircraft, stimulate local economies by spending money for lodging, food, other transportation, shopping, recreation, and entertainment.

Georgia's airports, by means of on and off-site businesses, visitors, and aviation-related organizations, contribute significantly to the state's economy, supporting 471,175 jobs, \$17.7 billion in payroll, and \$62.6 billion in statewide economic impact.

## Statewide Economic Impact Study

The Georgia Department of Transportation commissioned this Federal Aviation Administration (FAA)-funded study to quantify the economic contribution of the state's airport system using an FAA-approved methodology of survey data and modeling estimates. The economic impacts are categorized by on-airport, visitor, and multiplier impacts to measure the total jobs, payroll, and total economic output of each of the 104 airports in this study.

visitors. The multiplier effect of these direct impacts was calculated using Georgia-specific regional multipliers. For example, if an airport employee purchases groceries, those dollars may support a grocer's payroll, the grocer may spend money on child care, and so on, until those payroll dollars originating from airport activity leave the community and state. The spending and re-spending generates additional economic activity in the region.

The economic benefits calculated for each of the airports was based on comprehensive survey data provided by airport managers, airport tenants, non-aviation businesses who utilize the airport, and airport

The total economic impact of \$62.6 billion is the sum of all direct airport and visitor impacts combining with the multiplier effects and presented in terms of jobs, payroll, and total economic output.

### Statewide Economic Impact



	Hartsfield-Jackson Atlanta International	Other Commercial Service Airports	General Aviation Airports	Statewide Totals
Jobs	<b>434,434</b>	<b>26,451</b>	<b>10,290</b>	<b>471,175</b>
Payroll	<b>\$16.3 billion</b>	<b>\$1.1 billion</b>	<b>\$354.4 million</b>	<b>\$17.8 billion</b>
Economic Output	<b>\$58.2 billion</b>	<b>\$3.2 billion</b>	<b>\$1.2 billion</b>	<b>\$62.6 billion</b>

*Note: Hartsfield-Jackson Atlanta International Airport data is from 2009 Economic Impact Study. All other data is based on CY2010.*

# Benefits of Brunswick-Golden Isles Airport

Brunswick is a coastal south Georgia city, located in Glynn County at the intersections of Interstate 95 and U.S. Highways 341, 82, and 17. Metropolitan Brunswick has a population of over 100,000, making it the second largest city on Georgia's coast after Savannah, and is home to a busy deepwater port that supports thriving shipping, fishing, and tourism industries.

Brunswick-Golden Isles Airport is owned and operated by Glynn County Airport Commission, located five miles north of Brunswick's central business district. The airport has one runway, Runway 7/25, which, at 8,001 feet in length, can accommodate nearly all commercial and general aviation aircraft. The runway is complemented by a full-length parallel taxiway and a precision instrument approach.

The airport is one of nine commercial airports in Georgia and has been providing commercial airline service for more than 30 years. Brunswick-Golden Isles Airport was originally constructed as NAS Glynco in 1942 as an operational and training base for blimps and air traffic control training. The base was closed in 1974, but within a year, it was turned over to the local community as a municipal airport. Delta Air Lines provides four daily direct flights to the airport from Atlanta on regional jet aircraft. The new \$10 million passenger terminal, completed in 2005, has a resort quality feeling with amenities such as free Wi-Fi, a café, and conference facilities. Several rental car companies,

including Avis, Budget, Hertz, as well as several taxicab operators provide ground transportation for airport users.

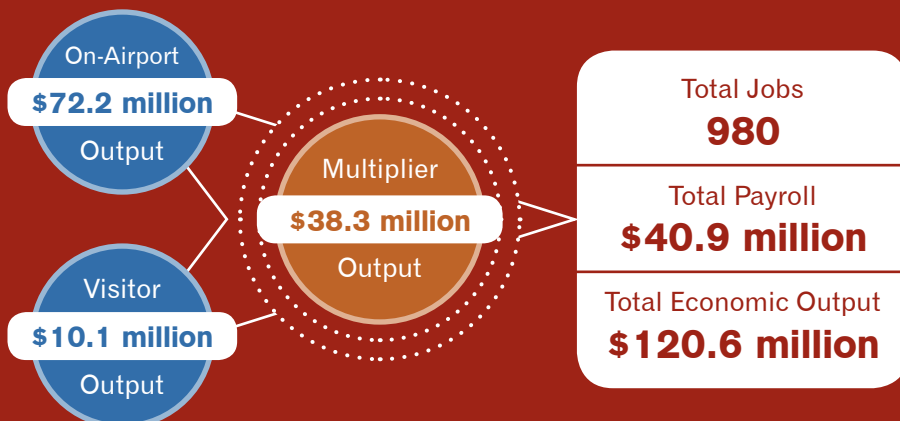
Glynco-Manning Aviation is the airport's full service fixed base operator, providing fueling, tie-downs, hangar storage, aircraft maintenance, pilots' lounge, and flight planning resources.

A variety of aviation businesses are located on the airport. Gulfstream Aerospace provides aircraft maintenance and manufacturing and is the largest employer on the field. Skycraft Interiors provides aircraft upholstery services. Glynco-Manning Aviation and Stambaugh Aviation provided aircraft maintenance services.

Area businesses and organizations such as the Federal Law Enforcement Training Center, Port of Brunswick, Haven Manufacturing, Southeast Georgia Health System, and Georgia-Pacific rely on Brunswick-Golden Isles Airport to conduct business and transport staff, goods, and equipment.

Airports connect Georgia's citizens and businesses to the rest of the state, our nation, and the global economy. Brunswick-Golden Isles Airport plays a vital role in supporting the region with 980 jobs with an annual payroll of \$40,852,600, and \$120,572,900 in economic output for the local and regional economies.

## Economic Impact of Brunswick-Golden Isles Airport



**Jobs** measures the number of full-time equivalent jobs where a part-time employee counts as half a full-time employee.

**Payroll** measures the total annual wages and benefits paid to all workers whose salaries are directly attributable to airport activity.

**Economic Output** measures the value of goods and services related to the airport.

## Georgia Airports

- Georgia is served by 104 publicly-owned, public-use airports:
  - Nine commercial service airports, including Hartsfield-Jackson Atlanta International, and
  - 95 general aviation airports.
- Airports in Georgia (excluding Hartsfield-Jackson Atlanta International) support:
  - 1.2 million annual boarded passengers.
  - 720,000 commercial service visitors.
  - 1.1 million general aviation visitors.
  - More than 500 on-airport businesses.
- Hartsfield-Jackson Atlanta International Airport:
  - Supports more than 46 million annual boarded passengers; that's nearly 12,700 daily boarded passengers.
  - Provides nonstop service to 156 U.S. cities and more than 80 international destinations in 52 countries.
  - Supports nearly 60 passenger and cargo airlines.
  - Is the busiest passenger and operations airport in the world.

*Note: Calendar Year 2010 data.*

For more information contact:

**Georgia Department of Transportation**  
Aviation Programs  
600 West Peachtree Street, NW  
Atlanta, Georgia 30308

404-631-1000  
<http://www.dot.ga.gov>



Prepared by:

**CDM  
Smith**

[www.cdmsmith.com](http://www.cdmsmith.com)

Cover photo courtesy of  
Georgia Business Aviation  
Association (GBAA)

# Brunswick | Golden Isles: Riding a New Wave

Downtown revitalization, tourism and heavy industry

June 1, 2019

Betty Darby

They're making stuff in Brunswick.

Oh, they've been doing that for decades on an industrial scale, of course, from bleached pulp to luxury jet interiors to frozen seafood. We're talking here, though, about individual makers, entrepreneurs who work with their hands to make things – and a living. Within walking distance in historic downtown Brunswick, you'll find small businesses making rustic home décor for national distribution, fabric kitchen goods to replace paper and plastic and, by the end of the year, beer.



*Community Impact: Ryan Moore, president of the Brunswick and Glynn County Development Authority Credit: eliotvanotteren.com*

“It would have made more sense for us to be out in an industrial park, but downtown is really important to me,” says Whitney Herndon, who operates Grace Graffiti with her husband, David. Instead, in an old storefront that the business owns on downtown’s Newcastle Street, Herndon and her staff of half a dozen or so full- and part-time employees produce handmade décor items with an Etsy feel but a wholesale market. Think wooden placemats, wall art, trays and bottle openers with state-shaped handles that she reluctantly names as her bestsellers, like expressing favoritism for one of her children. Her wholesale customer list,

past and present, is impressive: L.L. Bean, Wayfair, Birch Lane and Nordstrom. She also sells directly from her website but has no retail operation.

“Something we’re really proud of: We design it, we make it and we ship it from right here. It’s part of being American-made,” Herndon says.

Stroll just a bit down Newcastle Street and you’re at Dot and Army, where a small retail shop fronts a larger production area. Here, Jennifer Zamudio makes reusable cloth goods for the kitchen. Picture single-use plastic or paper things in your kitchen, and her company probably produces a reusable alternative – “unpaper” towels, dinner and cocktail napkins, bowl covers, scrubbies.

“We’re based 99 percent on the internet, and we ship as far away as Australia,” Zamudio says, pausing between packing up the day’s orders. Her tiny retail operation inside the front door is almost an afterthought. “We’re here anyway, so we might as well have a storefront. We love being downtown.”

And the beer? Coming soon. Silver Bluff Brewing Co. is taking shape downtown, and the business partners – husband and wife Chris and Allyson Moline and brothers Kevin and Jeff Coyle – are aiming for an opening sometime in the fourth quarter of this year. Their brewery will produce draft and canned craft beers for distribution and will also sell them at the adjacent beer garden and tap room.

“We’ve been working with the city and the historic preservation board, going back and forth” says Chris Moline. “We wanted to preserve the building but at the same time stay on budget. We’ve always wanted to be part of the downtown revitalization. There’s easier places to go, but we stuck it out.”

His reference to “easier” is about the original building shell on their site, which dates to 1894. The partners got what he describes as pushback on demolition and now are working on a plan that incorporates the old building and new construction.

When the brewery is up and running, Brunswick will have an alcohol trifecta downtown – locally made beer, liquor and wine. Richland Rum set up shop a few years ago in downtown Brunswick, distilling single-estate rum there as well as in Richland on the other side of the state. And, while the winery is 40 miles inland on a family-owned blueberry farm in Bristol, Rabbiteye Winery and Market offers tastings of its blueberry wine in a retail shop on Newcastle Street.

“We keep attracting these young entrepreneurs who want to make an impact on their community,” says Ryan Moore, president of the Brunswick and Glynn County Development Authority, pointing to a pair of rehabbed office buildings downtown that are essentially fully occupied.

## **A Different Place**

Michael Kaufman grew up spending summers on the Golden Isles and moved to St. Simons Island from New York a few years ago. Sensing an opportunity in the office market in downtown Brunswick, he bought the c. 1908 Royal Hotel on Newcastle Street, rehabbed the historic façade and modernized the interior for small businesses and nonprofits.

He dubbed the redone building The Wick and saw it quickly become fully rented in an all-inclusive model with paid utilities, including internet, and rents running from \$200 to \$800 monthly. That spawned the Wick 2.0 on F Street, also downtown, which filled up as well.

“I think Brunswick has been through a few different waves of revitalization. When we started, about every other building was vacant or for sale, and now big, old buildings are being invested in,” says Kaufman. “Brunswick is a very different place than it was a few years ago. People who care about it are putting real money into it.”

Brunswick Mayor Cornell Harvey says he remains optimistic about the prospects for a new public/private conference center downtown, which hinges on attracting a hotel partner to go with the site. “We’ve been trying to do this for 18 years, and we’re not going to keep kicking the can down the road. We’re going to get it done,” he says.

The economic picture is made up of lots of little signs of progress, Glynn County Board of Commissioners Chair Michael Browning says, pointing to the new businesses downtown, tourism growth and library improvements, although he acknowledged the blow of a sawmill closure.

Helping support all of this growth is the presence of the Southeast Georgia Health System's Brunswick campus. The hospital held a ceremonial groundbreaking earlier this year to launch a three-year, \$130-million expansion that will bulk up the emergency facilities, add 16 new operating rooms and increase patient rooms, among other improvements. "This is at the heart of our community's ability to grow," says Michael Scherneck, president and CEO.

## **Island Life**

Tourism has long been the Golden Isles' golden goose, and that shows no signs of changing any time soon. New hotels are coming online across the full spectrum – the boutique Pilar Hotel on St. Simons, the completion of new hotels in the Jekyll Island revitalization and a cluster of new chain offerings at Exit 38 off Interstate 95.

Scott McQuade, president and CEO of the Golden Isles Convention and Visitors Bureau, sees money in the growth that will bring 1,000 new hotel units by the end of 2020.

"Last year, the Golden Isles experienced another all-time record year in the tourism industry," he says. "Some 3.2 million overnight visitors stayed in area accommodations, while 2.1 million day visitors passed through the area. The overnight visitors left an economic impact of \$1.6 billion, while the day visitors added an additional \$500 million of revenue to the area."

Ten years into a revitalization of facilities on Jekyll Island, Jekyll Island Authority Executive Director Jones Hooks sees some light at the end of the development tunnel.

"The authority began to tear down existing structures that were out of compliance with their lease and whose lifespan had ended. The plan was to come back on the existing footprint," he says. "First of all, it makes great development sense and, more importantly, there's a requirement in state statutes that restricts development on Jekyll Island to roughly no more than 1,675 acres."

All of the development that has taken place on Jekyll in the current revitalization, he notes, has occurred on the existing footprint.

Jekyll's Beach Village redevelopment will wrap up shortly, with the new Home2 Suites by Hilton due to come online this summer with 107 lodging units, across from the Westin that opened in 2015. New or revamped public parks on opposite ends of the island, Corsair Beach Park and Oceanview Beach Park, offer facilities such as changing rooms, restrooms, showers and ADA beach accessibility. Additionally, the island's original museum was redesigned and renovated in the footprint of the historic stable building in Jekyll's Gilded Age historic district and reopened as the Mosaic this spring.

Next up on the lodging construction front is a 118-unit Marriott Courtyard and a 90-unit Residence Inn, with anticipated completion by late 2020. "They will be dual branded, meaning they will be sharing certain amenities like lobby space. That's good from a land-use standpoint and from a financial standpoint, too," Hooks says.

The authority commissioned a carrying capacity and infrastructure study, with an eye toward keeping that golden goose healthy. The study assessed how many people and vehicles and how much development the island can accommodate and still protect its character and natural resources.

“We did this because we think the most important thing about Jekyll Island is the natural assets of the island, and we know we have to protect those,” Hooks says. “We’re trying to be very proactive. This study looked at everything from our beaches to our hard infrastructure like water and sewer. We’ve been looking at promoting our brand and bringing people to Jekyll Island, but at the same time we have to look at protecting our brand.”

St. Simons Island is facing the same dilemma of preserving greenspace as Jekyll, but there, the effort is in the hands of the nonprofit sector, not state regulation. The St. Simons Land Trust raised more than \$9 million in the past year to preserve greenspace by buying it.

In 2018, the trust closed on five parcels of property, according to David H. Pope, its executive director. Among those properties is an existing building being rehabbed as rent-free offices for the organization.

Bill Brunson, vice chair of the Glynn County Board of Commissioners, is excited about the special purpose local option sales tax (SPLOST) that the county began collecting in 2017 and is already looking ahead to a projects list for when the current one sunsets in 2020. The excitement comes from having tourists help pay for infrastructure, he says.

“SPLOST is such a key element for this community, with 3 million tourists visiting here. I’ve got to tell you the one-cent local option sales tax doesn’t cover the amount of infrastructure that is required to handle 3 million tourists, and that many tourists strain our assets,” he says. “This year, we’re fixing to put in another half a million dollars devoted to beach safety, more lifeguards, stations, a tower that will be able to see a vast part of the beach, and those things are largely related to the number of tourists that are jumping in the water. We’ve got to make sure they’re safe.”

Tourism in Glynn County covers the full income range. McQuade says a portion of the patrons at motels clustered at the county’s interstate exchanges aren’t just taking a break en route to Florida – they’re budget-minded vacationers’ day-tripping 20 to 30 minutes to the island beaches. On Jekyll and St. Simons, hotels run from middle-of-the-road to luxury, and on Sea Island, they start at luxury and go up.

Golf headlines much of what’s happening at Sea Island these days. When the PGA’s RSM Classic tees up the week of Nov. 18, one of the two courses over which it will be played will be the redone Plantation Course, due for completion in mid-October.

“It’ll be a completely different golf course. They are lowering the back nine so you can see all the way through the golf course, you can see out to the ocean, you can see straight through,” says Brannen Veal, director of golf for Sea Island. He describes the future revitalized course – the work of Love Golf Design – as a more playable but still challenging course.

The golf course isn’t the only thing being refurbished on Sea Island. The resort, which has received four Forbes Five-Star awards for 11 years in a row, will wrap up two years and “north of \$70 million” in upgrades and restoration later this year, according to Scott Steilen, president and CEO. Projects – some complete, some still underway – include new cottages and improvements

at the Lodge; an expanded restaurant at The Cloister; and a new bowling alley, pub and nature center at the resort's Beach Club.

"The fact that we had two 100-year storms in less than 11 months has an impact on the amount of sand on our beach and where it goes," Steilen says. "Thankfully, our dunes did their job in protecting us, so it was time to replenish that. When finished with this \$30-million project, we'll have dry sand beach at high tide from end to end."

## Education and Training

Tourism demands a workforce, and local educators are intent on providing one – for the hospitality industry as well as for other business sectors.

"We are proud of the fact that the College of Coastal Georgia (CCGA) is the first institution in Georgia to offer a standalone bachelor's in hospitality and tourism," says Michelle R. Johnston, the college's president. The degree offering began last fall and attracted 62 students in its first year.

"All of our hospitality and tourism management students are required to complete an internship," she says. "Where else in the world can hospitality and tourism have access to one of the premier resorts in the world, with Sea Island, and one of the most recognized parks, Jekyll Island? That is the difference we offer, the proximity."

And, thanks to the proximity to the Federal Law Enforcement Training Center (FLETC) in Brunswick, the college's offerings in tracks like cybersecurity are "not your everyday criminal justice program," she says. Retired and active FLETC faculty members often serve as instructors at the college, and CCGA also has occasional access to special programming at the facility.

FLETC, a massive, 1,600-acre complex where more than 90 federal law enforcement agencies train, is anything but a tourist asset – but it does fill hotels when stretched beyond its own 2,000 dorm rooms. In the federal government's 2018 fiscal year, more than 28,000 students attended training at FLETC's Glynco location. Basic courses can run 12 to 14 weeks; advanced classes go anywhere from two days to a few weeks. More than 900 people work there, and the course offerings cover things like internet forensics and investigations, weapons of mass destruction, active shooter incidents and money laundering.

## Heavy Industry

Glynn County doesn't lack industrial brawn. Look no further than the waterfront to see it flexed. The Port of Brunswick handled some 630,000 cars last year. As many as 40 roll-on/roll-off ships a month belly up to one of the three berths at the Colonel's Island terminal, and some of those can carry as many as 8,000 cars at a time.

Look around Colonel's Island, where pavement is rapidly replacing pines, and you see massive parking lots, miles of road and rail and, oh yes, vehicles in eye-boggling numbers: family cars, high-performance prestige names, bulldozers and massive dump trucks, luxurious Belgian-made tour buses destined for touring music royalty – if it's got wheels, chances are it is there.

And when those wheels are on a Kia, ports officials get downright effusive.

“What’s really great with Colonel’s Island, we celebrate both imports and exports,” says Griff Lynch, Georgia Ports Authority (GPA) executive director. “It’s incredible to think that Kia is truly vertically integrated with the Georgia ports.”

The vertical integration comes in, explains GPA Chair James Allgood, because the Kia plant in West Point imports parts through Savannah, builds the cars in western Georgia and exports them out through the Port of Brunswick. The first shipment of Kia’s new mid-size SUV, the Telluride, passed through the port earlier this year, and Allgood says plans are for 3,000 of the Georgia-made vehicles to move through Brunswick each year.

The aviation side of industry reports a prosperous year in Glynn County, with a jobs increase. Gulfstream Aerospace Corp.’s company-owned aircraft service and completions center at Brunswick Golden Isles Airport, which has been led by General Manager Becky Elliott since January 2018, spent the year providing maintenance to all Gulfstream models and outfitting several large-cabin Gulfstream aircraft with interiors.

Gulfstream Brunswick, which had nearly 300 aircraft departures on the service side, added 60 employees during 2018, in large part because of an increase in completions work. The site has nearly 340 employees.

The company also bought into workforce development, joining other local companies to help develop an industrial systems pathway program in partnership with Coastal Pines Technical College and Golden Isles College and Career Academy.

The low unemployment rate was a blessing earlier this year when Georgia- Pacific closed its Sterling sawmill in Glynn County, leaving 120 without jobs, and Moore says the industrial community in the area absorbed many of those workers.

Woody Woodside retired as president of the Brunswick-Golden Isles Chamber of Commerce in the spring, following more than 30 years in the post. He leaves the chamber in the hands of Ralph Staffins, former president of the Covington-Newton County Chamber of Commerce, who started in Brunswick June 1. Woodside seemed to feel good about the shape he was leaving the place in. “Our industrial base has remained strong, I’ve seen more interest in investing in downtown and the properties down here, our numbers are up with Delta, and everyone’s interested in working together.”

Not a bad note to go out on.

## Local Flavor

### On the Home Front

St. Simons Island beachgoers probably don’t realize that when they have their feet in the surf, they are standing on a former World War II battlefield. Just a few miles out to sea, where shrimp boats and jet skis now cruise, German U-boats once patrolled with deadly effect in the Battle of

the Atlantic. Blimps, horse patrols and guard dogs answered the threat along the beaches, as Glynn County boomed with wartime industry.

This down-home drama is captured to excellent effect in the World War II Home Front Museum on St. Simons Island that opened in December – the latest element in the region’s tourism assets. It’s a modern museum, meaning it’s longer on photographs and interactive exhibits than it is on artifacts, and it provides both a poignant look at coastal life during the war and an air-conditioned break from the sunny beach.

In about a 90-minute visit, museum-goers can relive this coastal county’s surprisingly robust role in World War II, where Glynn County was home to one of the country’s 10 airship (blimp) bases, one of only 18 shipyards building Liberty Ships and one of eight radar training facilities in the U.S.

Early in the four-year process leading up to the museum’s opening, the society turned to the internationally known museum design firm of Gallagher & Associates to put the exhibits together. Thanks to the interactive displays, visitors can try their hand at such things as distinguishing friend from foe while plane spotting, using radar information to direct a naval battle, stretching ration coupons to cover the weekly groceries and dialing a vintage pay phone to hear oral history accounts from local residents.

The Coastal Georgia Historical Society developed the new museum in a historically significant building, the c. 1936 Coast Guard Station at East Beach. The building is part of the story it tells: survivors of two tankers torpedoed off St. Simons Island on April 8, 1942, were brought here after they were rescued, and the then-active Coast Guard station played a role in coastal defenses.

“So many people have personal connections to this story,” says Sherri Jones, executive director of the Coastal Georgia Historical Society. She and Mimi Rogers, curator of the historical society, point to the artifacts, photographs and oral histories that make up the collection, donated by local residents, their descendants or people who spent the war years in Glynn County.

Even modern visitors far too young to remember the war may discover their own personal connection if, for example, they happen to be staying at the King and Prince Beach and Golf Resort, which was commandeered during the war as a radar training facility and residence for bachelor officers.

It’s one of those rare museums that brings history to life and brings it home. – *Betty Darby*

This article appears in the [June 2019](#) issue of Georgia Trend.

# FLETC brings in bucks

By ANNA FERGUSON and HANK ROWLAND

May 10, 2008

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When the Federal Law Enforcement Training Center opened in Brunswick more than 30 years ago, the intent was to prepare federal agents for duty at a centralized location.

But FLETC, today under the flag of the fairly new U.S. Department of Homeland Security, is much more to the community than a place to educate agents on the how-tos of protecting the homeland. It is one of the community's most powerful economic engines.

That much is proven to Heather Ray almost every weekday at 4 p.m.

"When school gets out, we get very busy," said Ray, an owner of Sally's Cop Shop at 1170 Chapel Crossing Road, in north Glynn County.

The shop occupies the largest space in the shopping center that is directly across the road from FLETC.

"About 80 percent of our business is from FLETC," Ray said.

Sally's opened in 1980, five years after FLETC came to town, at a location on Altama Avenue. As the center has expanded over the decades, so, too, has Sally's Cop Shop.

"We opened because we saw a need for a cop supply store," Ray said. "Every time the center gets bigger, so does our business."

FLETC even impacts the store beyond the boundaries of Glynn County. Agents who come from throughout the nation to train at the center order from Sally's Web site when they return home.

Simply put, without FLETC, there would be no Sally's, Ray said.

"If FLETC weren't here, we would probably fold."

**Ray has the training center's monetary influence on the community pegged correctly. Peggy Dixon, spokeswoman for FLETC, says the most recent study put the economic**

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**impact of the base on Glynn and surrounding counties at about \$425 million annually. Georgia Tech conducted that study in 2002.**

Other counties in the line of impact include Camden, Brantley, Wayne and McIntosh.

Generating financial influence on the coast is everything from salaries paid instructors, to money spent by students, to the hundreds of hotel rooms the federal government rents to house the overflow of men and women who train at the base.

It's an influence that continues to grow with the nation's commitment to step up the fight against terrorism following the Sept. 11, 2001, attacks. During the 12 months of fiscal year 2007, which ended Sept. 30, 2007, FLETC trained 60,458 students at its four training bases for 85-plus federal agencies. Of that number, 24,900 received instruction at its Glynco facility in Brunswick.

"This represents 116,188 student weeks of training, which is the number of students in training multiplied times the number of weeks they're here," Dixon said. (It's) a better measurement of our workload."

Counting contract workers, the federal installation is the community's largest employer. The base itself employs about 1,000 people, including instructors and administrators. Some 700 more work for its partner organizations.

Woody Woodside, president of the Brunswick-Golden Isles Chamber of Commerce, says national security, impact and jobs are the very reasons why FLETC is always on the lips of chamber officials whenever they sit down with officials in Washington, D.C.

It's a chamber mission that assumes even greater importance when members of the U.S. House and Senate scan the federal budget and its programs for job opportunities.

In 2002, then Sen. Ernest Hollings, D-S.C., made a convincing case to resettle a major portion of the U.S. Border Patrol to Charleston, S.C., at a time when the president and the nation were

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clamoring for a more concentrated presence of law enforcement personnel in the southwest, at the Mexican border.

Agencies abandon Brunswick for other reasons, as well. Last month, U.S. Citizen and Immigration Services announced that it is pulling out and headed for Texas. Oct. 1 will be the final day at the Brunswick facility for its 20 instructors and 2,000 annual students.

The subject of the training center and its future surfaced during the chamber's recent "fly-in" to Washington to lobby officials.

During the annual fly-ins, business and community leaders, along with elected officials from every branch of government in Glynn County, team up to become lobbyists for the community. That includes speaking on behalf of the Federal Law Enforcement Training Center.

"We always want to make sure its needs are being met," Woodside said. "We lay out our concerns for funding and identify items so that FLETC can do its job and expand here."

All in all, members of Georgia's delegation to Congress do a good job making sure budget-writers honor the commitment to a centralized training location for all federal law enforcement agencies, other than the FBI, Woodside said.

But there is always a need for more funding. Technology is in a constant state of change, offering improved ways to prepare agents for situations in the field.

Staffing requirements for law enforcement change, too. The world is not getting any smaller, nor is getting any less violent.

"They have been getting more funding," Woodside said. "But they need to expand their existing facilities. We have encouraged a more advanced and accelerated funding mechanism for them to do that."

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Residents just don't realize how much of an impact the facility has, Woodside said. Of course, he is glad to explain it to anyone who doesn't know.

"FLETC is a mainstay," he said. "It is one of the largest segments that hold up our diverse economy. That's why I would encourage anyone in this community to express themselves that way with our congressional delegation."

U.S. Rep. Jack Kingston, R-1, realizes it, which is why his office keeps the base under a close eye. When critical issues arise, he can always expect a call or a visit from the chamber or the center, and oftentimes both.

"Vigilance is always good," Kingston said. "That's what Woody Woodside does. He stays in touch with FLETC and (is attuned) to what its needs are."

There is never any guarantee that what is here today will be here tomorrow. During the early 1990s, for example, the federal government floored North Charleston, S.C., when it announced that the 1,600-acre Navy base that had been part of the community since 1902 was closing, a decision that threw 4,000 people out of work.

Brunswick is no stranger to closings and their painful effect. It tumbled into an economic dither when the government shut down Glynco Naval Air Station in 1974, an action that resulted in the loss of 350 civilian jobs and nearly 3,000 Navy personnel and their families.

FLETC spokeswoman Dixon can't predict the future of the training facility, but says the administration is doing what it can to stake down the longevity of the program.

"Right now, we are working deliberately to ensure that all training requests can be met at Glynco within existing capabilities or with some expansion over the next few years," she said. "There are no immediate plans for major redistribution of training, but from time to time, we anticipate using other FLETC sites, as needed, to meet training workload."

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Other base sites include Charleston, Artesia, N.M., and Cheltenham, Md.

Connie Patrick, executive director of the Federal Law Enforcement Training Center, says the community has been helpful to the center.

"What the community can do is continue to be the huge support that it has been over our 33-year history here," Patrick said.

"That, in conjunction with the strong interest from the administration and congressional officials, has had a very far-reaching effect on our appropriations and policy that strengthens consolidated training under the FLETC."

# FLETC expects student growth

[By MARY STARR The Brunswick News](#)

May 30, 2009 Updated Aug 28, 2015

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Brunswick and the Golden Isles may want to brace for a flood of men and women who hope to become part of the federal blue line in the fight against crime and terrorism across the nation and around the globe. Make that a lot more.

Connie Patrick, director the Federal Law Enforcement Training Center, said Friday the Brunswick facility will train more than three times the number of students this year than it did the year prior to the Sept. 11, 2001, terrorist attacks.

The number at that time: 24,000. The number expected this year: 81,000.

The law enforcement center expects to train even more the following year, some 82,000 in 2010, Patrick told attendees at a Brunswick-Golden Isles Chamber of Commerce luncheon Friday at the federal compound.

Students will come from a myriad of federal, state and local law enforcement agencies to learn current methods and the latest technology in law enforcement.

That's bringing about change at the center, including a change in the number of instructional weeks. There will be more of them, Patrick said.

It's also bringing about new structures and new technology.

"We are currently building a technical operations training facility," Patrick said, explaining that the new building would upgrade FLETC's cybertechnology training.

"A forensics training facility and an intermodal (transportation) training facility are also on the drawing board."

Patrick said FLETC must remain on the cutting-edge of training by remaining flexible and open to new teaching and training methods. "We must anticipate our future challenges," she said. "Agility is the No. 1 competency of the future."

Explaining that younger students have learning styles that respond to computer-based learning environments, Patrick said the center will be undergoing a technology upgrade, the first step of which will be to modernize and automate the class scheduling process.

From there, steps will be taken to provide learning opportunities through computer simulations, Webinars, podcasts and Webcasts.

"Once you put those in place, you can expand exponentially," Patrick said, explaining that the campuses would no longer be limited to their immediate confines.

Two new firearms facilities also are under construction and a driver training course is being resurfaced. A new running track for students is also being built.

Other construction projects include the expansion of fencing on the Glyngo Parkway side of the campus and the beginning of interior renovations of the old MAP International building, which FLETC bought from the international medical aid program.

The luncheon provided an opportunity for Patrick to discuss the impact of the facility on the economy. Opened in 1970 on the site of the former Glyngo Naval Air Station, the facility has an annual budget of \$500 million and a direct economic impact of \$600 million annually for the region. It's an economic impact that extends to 30 area hotels that FLETC students occupy each week.

Patrick said FLETC impacts more law enforcement agencies than any other organization. Agents and officers with 85 federal agencies participate in training at FLETC, which employs 500 instructors, plus support staff.

"We're still the largest employer in Glynn County," Patrick said. "And we play an important part in the country's homeland security operations."

The base falls under the management of the U.S. Department of Homeland Security.

# FLETC provides huge business boost, chamber hosting workshop on working with center

By [LINDSEY ADKISON The Brunswick News](#)

Apr 12, 2016

The Federal Law Enforcement Training Center (FLETC) has had an enormous economic impact on the Golden Isles since opening its doors in 1975.

Formerly the Glymco Naval Air Station near Brunswick, the facility trains thousands of employees from various branches of federal agencies every year. That translates into millions of dollars for the area, as trainees, staff and visitors spend their money locally. FLETC also employs 1,300 individuals in Glynn County that contribute to the tax base.

Beyond trainees and staff, businesses receive a hefty boost from the center. In 2015, FLETC spent nearly \$100 million with local businesses for goods and services. It's a welcome boost.

Heather Ray can certainly attest to that. The co-owner of Sally's Cop Shop says her parents moved from Augusta several years ago to Brunswick to open the store, which is located across from the facility and caters to its specific needs.

"We are a family-owned business. We sell mostly FLETC souvenir shirts, uniform shirts, holsters and other gear they need while there here," he said.

"My dad actually came down here for some training in the 1980s, and he saw a need for a store like ours. So, when he got out of the military we moved down here."

While Sally's has built a solid business around the center, it certainly isn't the only one that benefits. Ray believes the entire community feels some sort of positive impact from FLETC.

"I definitely think all businesses here in the Golden Isles benefit from it, especially restaurants. If you go to a restaurant at lunch time, you always see that they are full of FLETC people," she said.

# FLETC provides huge business boost, chamber hosting workshop on working with center

By [LINDSEY ADKISON The Brunswick News](#)

Apr 12, 2016

“In fact, two new restaurants opened up in our complex, right across from the gate. And then, the Second Amendment Gun Store opened up here too.”

The ripple effects of FLETC reaches far into the community. That’s one of the reasons those in local economic development want to help nurture the relationship between the center and the business community.

Several organizations — the Brunswick-Golden Isles Chamber of Commerce, the Brunswick and Glynn County Development Authority, the University of Georgia Small Business Development Center, the Georgia Department of Economic Development and the Golden Isles Career Academy — are teaming up to host an industry day titled Doing Business with FLETC. It will take place from 8:30 to 11:30 a.m. Wednesday at Golden Isles Career Academy, 4404 Glynco Parkway, Brunswick. The program is intended to provide an overview of the mission and general framework on doing business with FLETC.

For his part, Woody Woodside, chamber president, feels the event will provide an opportunity for those unfamiliar with how FLETC does business to learn more about the process.

There are plenty of chances to get involved with the center. From fast food to private contract work, Woodside says FLETC provides many opportunities.

“FLETC has an enormous impact in this community. It’s important that our business community have the opportunity to take of the effort to support FLETC and also their own businesses,” he said.

***Reporter Lindsey Adkison writes about business and other local topics. Contact her at [ladkison@thebrunswicknews.com](mailto:ladkison@thebrunswicknews.com) or at 265-8320 ext. 346.***

# FLETC provides huge business boost, chamber hosting workshop on working with center

By [LINDSEY ADKISON The Brunswick News](#)

Apr 12, 2016

# Carter: FLETC restrictions necessary during pandemic

By [GORDON JACKSON gjackson@thebrunswicknews.com](mailto:gjackson@thebrunswicknews.com)

Dec 14, 2020

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Enrollment is down at the Federal Law Enforcement Training Center because of COVID-19 health restrictions.

But it's not the only federal law enforcement training facility feeling the impact of the pandemic, said U.S. Rep. Buddy Carter, R-1, during a meeting at the Jekyll Island Convention Center on Friday to explain goals for the upcoming legislative session.

"It's no different from any other federal law enforcement center. Obviously, they have to take precautions," Carter said.

But there are other concerns beyond national security regarding the training center.

"What happens at FLETC has a big impact on the local economy," he said. "I'm confident we'll get this virus under control."

Carter described FLETC as "one of the premier facilities in the country."

Luckily, Carter said national security has not been threatened by the reduced training offered at the facility.

Carter emphasized the importance of approval of the National Defense Authorization bill because of the number of military bases in the region that could be impacted.

Construction of the new Columbia-class is a top priority that has to remain on schedule because of the role ballistic missile submarines play as a deterrent to nuclear attack. The new boats will replace the aging Ohio-class ballistic missile submarines ported at Kings Bay and a base on the West Coast.

"We understand the importance of Columbia-class submarines to national security," he said.

# Carter: FLETC restrictions necessary during pandemic

By [GORDON JACKSON gjackson@thebrunswicknews.com](mailto:gjackson@thebrunswicknews.com)

Dec 14, 2020

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The defense bill will also include funding for preparations costing more than \$1 billion before the arrival of the new submarines in 2028 at Naval Submarine Base Kings Bay. The first boat will cost about \$9.5 billion to complete, Carter said.

The ongoing debate about flood insurance will end sometime soon, but Carter couldn't say when.

"I'm hoping to get a long-term solution to this," he said. "We've been kicking the can down the road."

On Thursday, Carter joined a bipartisan group of congressmen in an effort to save jobs, green technology and major investments in Georgia, Tennessee and elsewhere in the nation.

Carter and U.S. Reps. Sanford Bishop, D-2, and Chuck Fleischmann, R-Tennessee, are encouraging LG Chem and SK Innovation to "find a workable, amicable and accountable resolution" to their electric vehicle battery trade dispute.

They sent a letter in light of the U.S. ITC having determined Thursday to extend the target date for completion of the investigation to Feb. 10, 2021.

The letter notes that through their considerable foreign direct investments throughout the United States, both "LG Chem and SK Innovation have contributed significantly to U.S. economic growth, high wage job creation, and green technology development as well as local community impact." It also further points out that "a potential adverse ruling to either of the two companies by the ITC will have a known negative impact on the U.S. economy and an adverse effect on the public interest."

"In Georgia, SK has invested \$2.58 billion in battery facilities that will employ more than 2,500 Georgians," they state in the letter. "In Michigan, Ford seeks to utilize SK Innovation's EV batteries for its iconic F-Series electric pickup trucks to be produced in BrunswickNews – Dec 14, 2020

# Carter: FLETC restrictions necessary during pandemic

By [GORDON JACKSON gjackson@thebrunswicknews.com](mailto:gjackson@thebrunswicknews.com)

Dec 14, 2020

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Dearborn. A disruption in their EV battery supply would only serve to harm the U.S. workers on those assembly and production lines and further delay introduction of its model line.

“Like Ford, Volkswagen is planning to use SK Innovation’s batteries for use in its new ID.4 Battery Electric Vehicle that goes on sale in 2022. Volkswagen invested \$800 million in a new production line for this vehicle, and a disruption would harm thousands of U.S. workers in Chattanooga, Tennessee, and dealers across the country.”

The members conclude by highlighting that a resolution will not only be in the two companies’ mutual best interest, but it also “will be in the best interest of a stronger U.S. economy and cutting edge EV battery manufacturing that will be the envy of the world.”



# MORE IMPACT

State of Georgia / Region 12 / Glynn

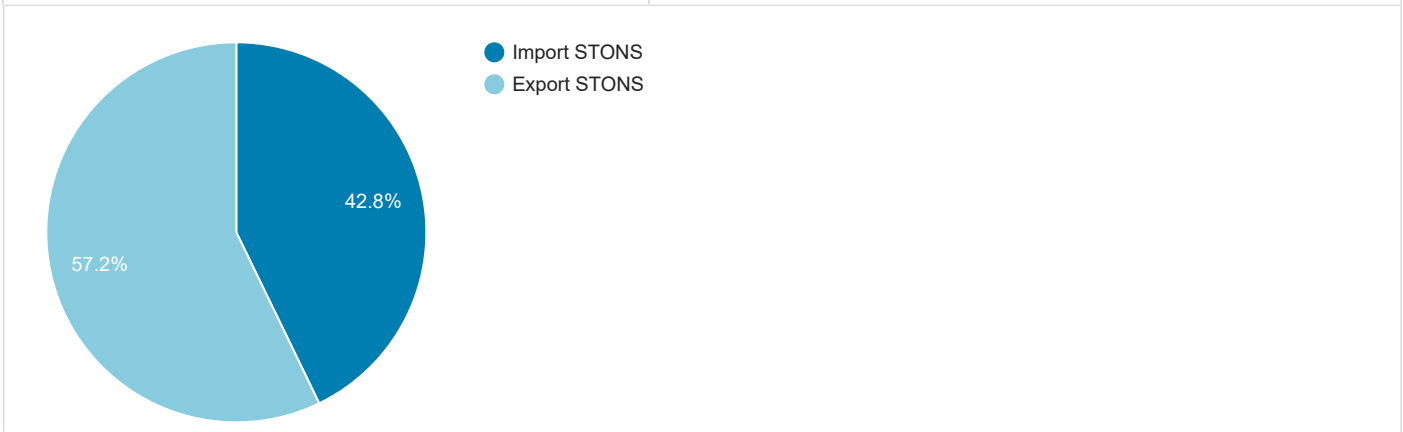
## GLYNN COUNTY

 Overview
  By Commodity **57**

➔ Total Import	
TEUs	<b>835.2</b>
Short Tons	<b>48,455.1</b>

➔ Total Export	
TEUs	<b>400.5</b>
Short Tons	<b>64,714.5</b>

⇄ Total Import + Export	
TEUs	<b>1,235.7</b>
Short Tons	<b>113,169.6</b>

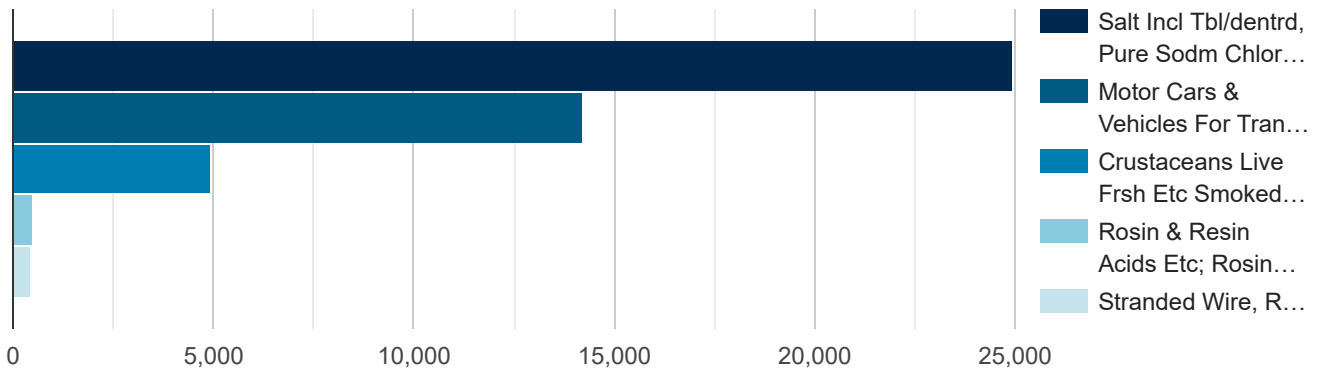




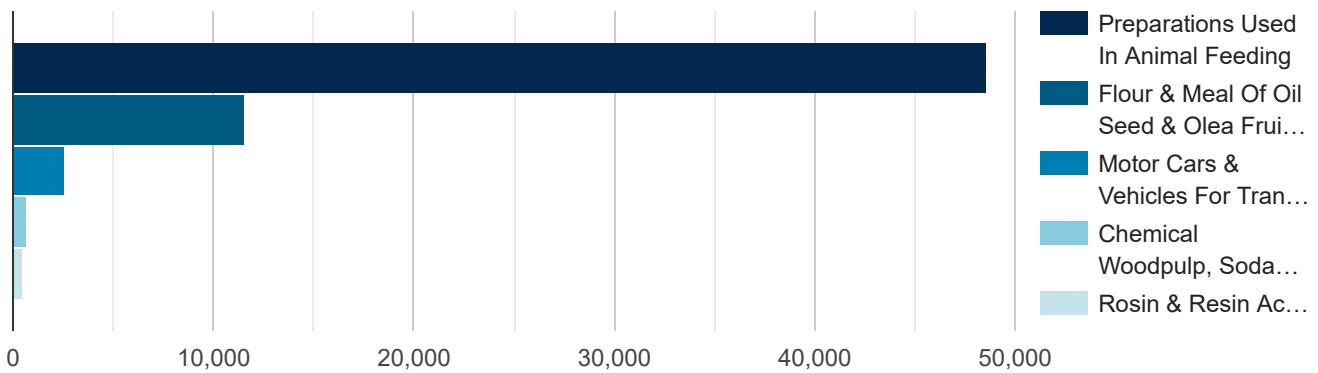
### Economic Impact on Glynn County's Employment

# 5,566

#### ➔ Top 5 Imports



#### ➔ Top 5 Exports

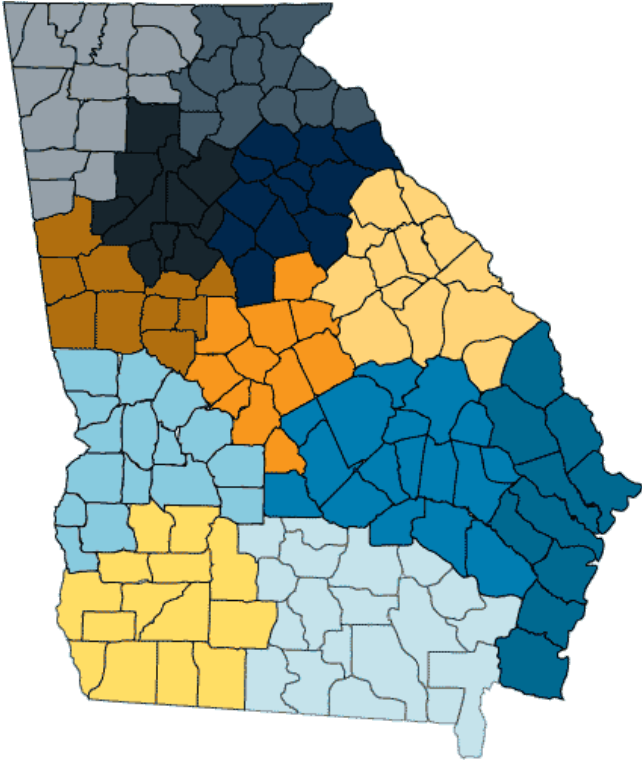


📍 Counties: [see all](#)

🚚 Commodities: [see all](#)

Find A Commodity



Use the map to select a region.

\* Trade volume data- Trade volumes are sourced from PIERS and the U.S. Commerce Department (FY2017), and the counties are based on the location of the company on the bill of lading and are not necessarily the origin/destination of the cargo. Ports of Savannah and Brunswick include private terminals. Short Tons (Stons) reflects all trade, both container and non-container, while TEUs reflects only container trade.

\*\* Economic Impact data source: Terry College of Business, University of Georgia (FY2017)



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## Parker Associates / Real Estate Marketing and Development Consultants

- Founded in 1982 by Dr. David F. Parker, Parker Associates ([www.parkerassociates.com](http://www.parkerassociates.com)) is a Jacksonville Florida based professional organization providing strategic planning, market research, and marketing and sales consulting services to public and private real estate and resort developers, homebuilders, investors, bankers, care providers, attorneys, government agencies and property owners throughout the United States and 17 foreign countries. Over 500 clients have benefitted from Parker Associates unique blend of proven methodology coupled with practical development management experience.
  - For the past 30-years Parker Associates' president, **J. Chris Parker** has directed and performed market research and analysis, private and public sector market studies, consumer surveys, developed market research innovations, as well as providing marketing support services for residential, commercial and industrial developer and builder clients, public agencies, banks and financial institutions, land owners, and expert witness services in eminent domain and real estate related cases for attorneys (including forensic studies) throughout the United States, Canada, the Caribbean, Africa, and Central and South America.
  - **David W. B. Parker**, Market Research Director/Technology, founded PTC Computer Solutions ([www.ptccompulersolutions.com](http://www.ptccompulersolutions.com)) in 1996 providing Technical and Web Services such as IT Project Management, website design and development, e-commerce, online marketing, SEO, IT support services to the Jacksonville, North Florida, national, and international small and medium sized business market. In addition, David brings his experience to Parker Associates for technical services and analysis as well as reporting products, Financial Feasibility Analyses, and a variety of residential and commercial studies.
  - Parker Associates' Vice President, **Donald L. Waltz** has been a part of Parker Associates since 1995. During his long tenure with Parker Associates Mr. Waltz has completed hundreds of feasibility studies, market analyses, and commercial/mixed-use market evaluations conducted in multiple markets throughout the United States. In addition to his extensive experience in research and analysis of practically all possible land uses, Mr. Waltz is adept at designing and conducting consumer surveys, focus groups, and client workshops.
-

# Parker Associates



Presented by:

**Parker Associates**

2027 Eastern Drive ~ Jacksonville Beach, FL 32250

US PH. 904.607.8761 – 904.992.9888

[jchris@parkerassociates.com](mailto:jchris@parkerassociates.com)

[davidwb@parkerassociates.com](mailto:davidwb@parkerassociates.com)

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