

City of Savannah

November 21, 2017



SEDA's Mission

**To help create, grow and attract
job opportunities and investment
in Savannah and Chatham County**

Business Retention and Attraction

World Trade Center Savannah

Savannah Area Film Office

2016 Announcements/Expansions

Company Name	Jobs	Investment	Target Market
Convergys	450	\$2,700,000	Office
OnBrand24	155	-	Office
Total Quality Logistics	75	\$3,500,000	Office
Floor & Decor	64	\$50,000,000	W&D
Schneider Logistics	55	-	W&D
MSB Expertise	40	\$2,500,000	Manufacturing
Port Logistics Group	40	\$2,000,000	W&D
IKEA	35	\$137,000,000	W&D
CAP Barbell - GA Distribution Center	30	\$12,000,000	W&D
Home Depot SDC 5150	30	-	W&D
Daher-Socata	20	-	Office
Ghost Coast Distillery	20	\$6,000,000	Manufacturing
Chemgard Quimica Ambiental (CQ)	5	\$270,000	W&D
Savills Studley - New Jersey	5	-	W&D
Battery Warehouse	2	-	W&D
Coastal Canvas Products Co., Inc.	-	\$2,000,000	Manufacturing
TOTAL	1,026	\$215,970,000	

2017 Announcements/Expansions YTD

Company Name	Jobs	Investment	Target Market
Safavieh	200	\$60,000,000	W&D
Colonial Group, Inc.	140	\$60,000,000	Service Center
Shaw Industries	105	\$54,000,000	W&D
Nine Line Apparel	100	\$4,250,000	Manufacturing
Walmart - Savannah IDC 7086	100	-	W&D
Shaw Industries	95	\$40,000,000	W&D
Best Choice Products	90	\$600,000	W&D
Noble House Home Furnishings	60	\$24,000,000	W&D
DSI, LLC	35	\$14,000,000	W&D
Byrd Cookie Company	30	\$3,000,000	Manufacturing
RBW Savannah	30	\$500,000	W&D
ICON Health & Fitness	20	\$17,200,000	W&D
Bahama Joe's Coast to Coast, Inc.	10	\$2,100,000	Manufacturing
Nuts.com	10	\$150,000	W&D
Sumoto	4	\$116,000	W&D
IP Mill - Port Wentworth		\$152,000,000	Manufacturing
TOTAL	1,029	\$431,916,000	

SEDA's 5 year averages

Economic Development Outcomes	Five-year average (2012-2016)
Expansions/Announcements	15
New Jobs	849
Capital Investment	\$212,246,485

SEDA 2016 Annual Report

2017 Year to Date Business Development

Announcements

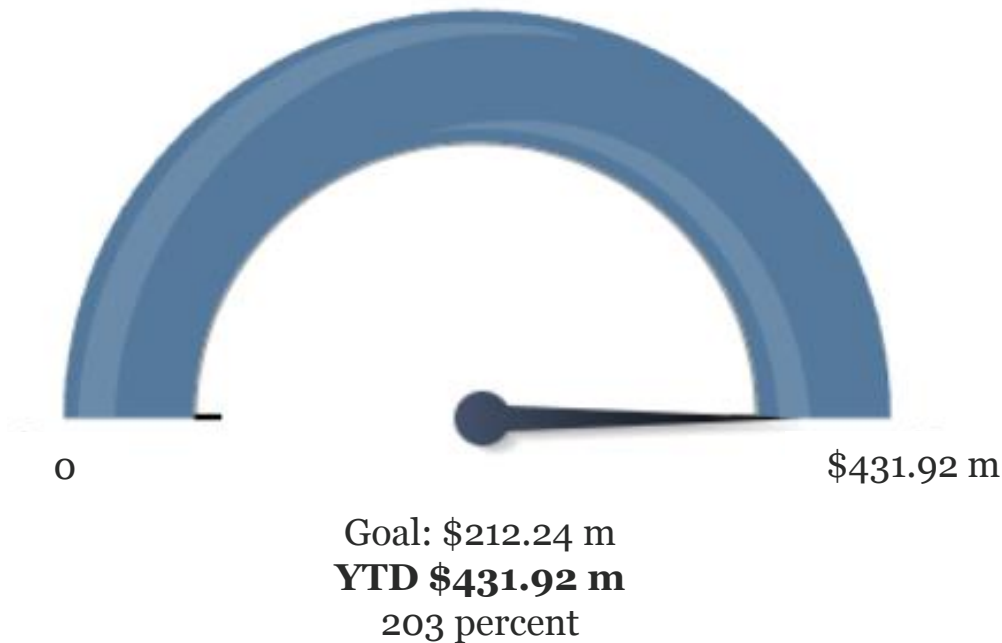


Job Opportunities

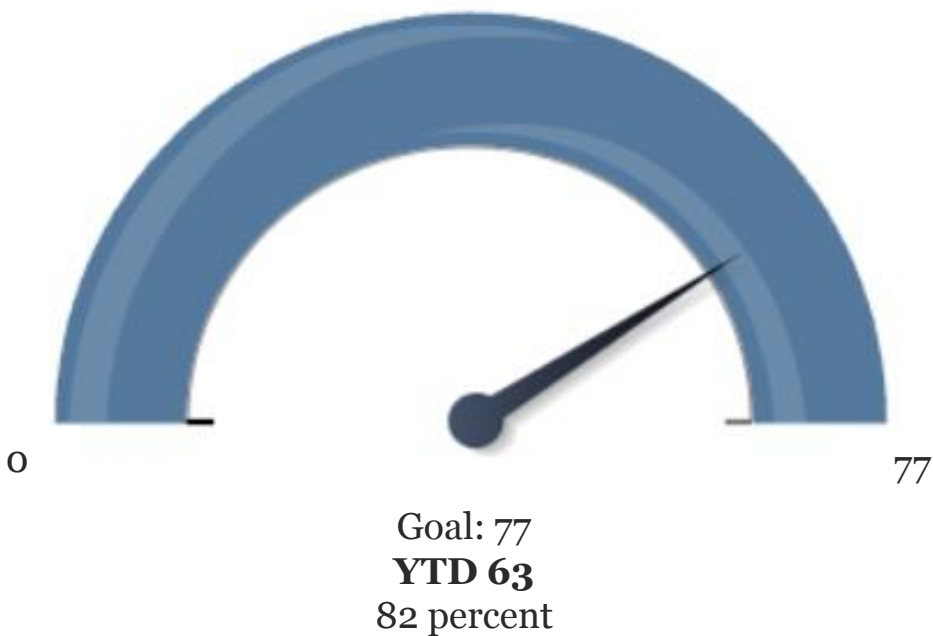


2017 Year to Date Business Development

Capital Investment



New Attraction Projects

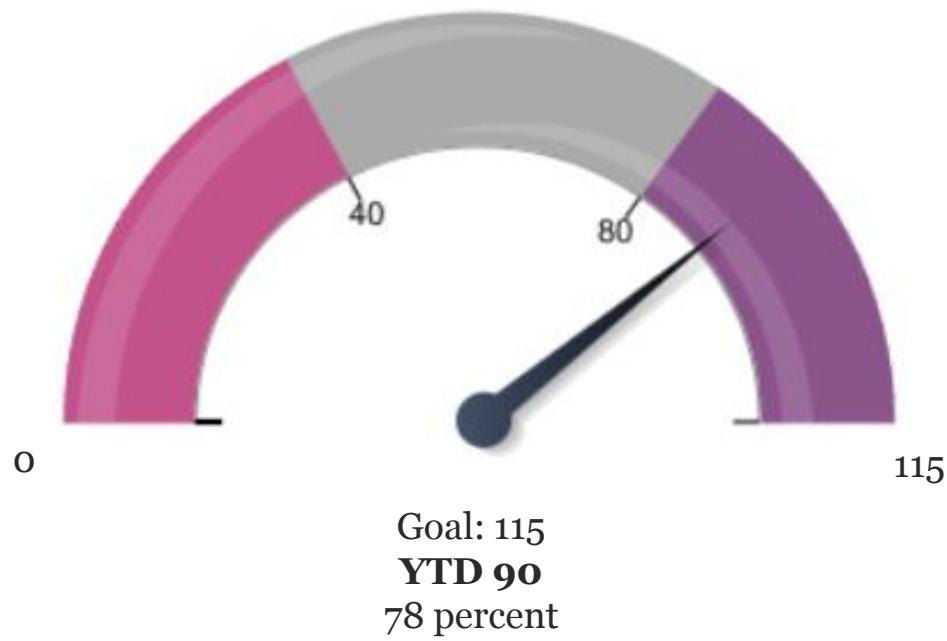


2017 Year to Date Business Development

Prospect Visits



BRE Industry Visits



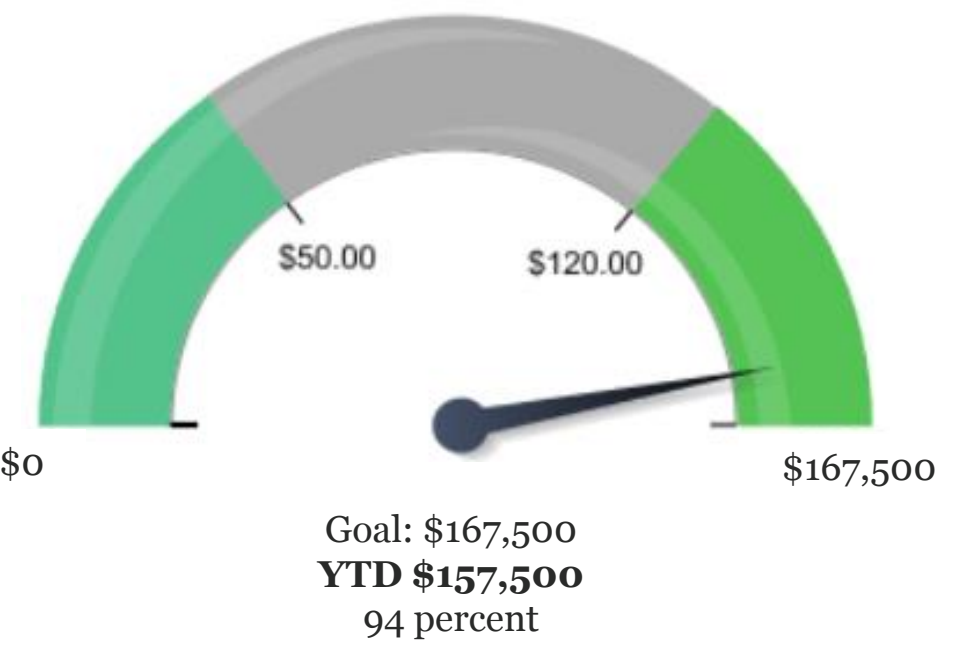
2017 Year to Date

World Trade Center Savannah

Partnership Revenue



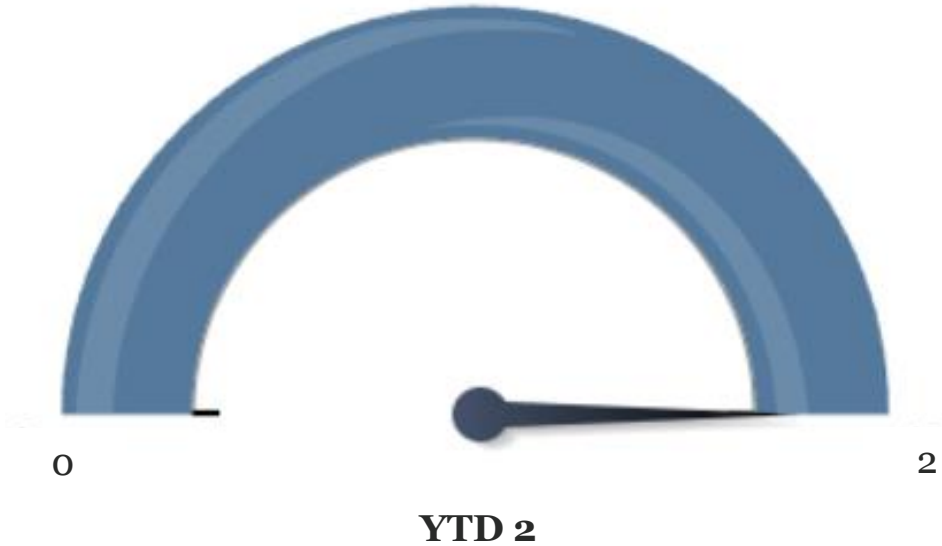
FTZ-104 Revenue



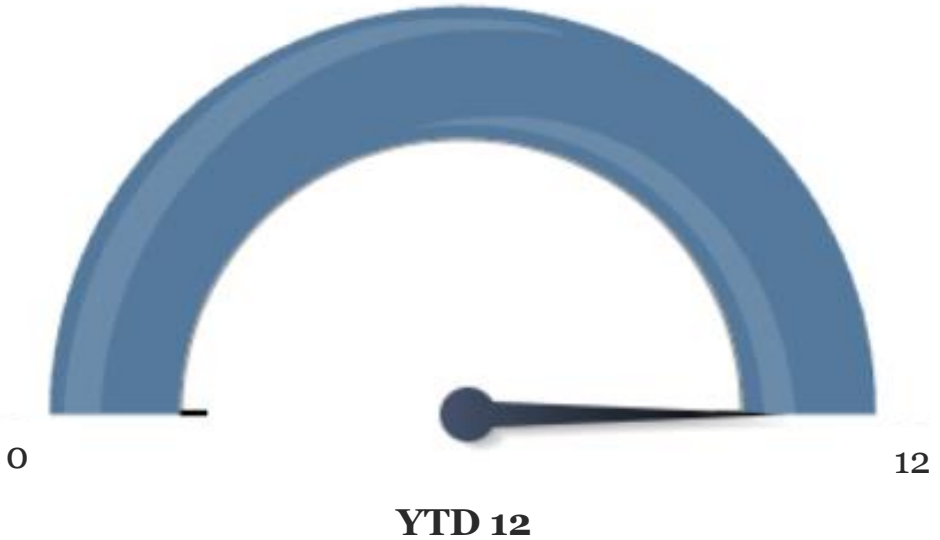
2017 Year to Date

World Trade Center Savannah

International Trade Missions



Inbound Delegations





SEDA Business Retention and Expansion

SEDA's Business Retention and Expansion (BRE) team is recognized as one of the top BRE programs in the world in serving and growing established Savannah businesses.

- Local Company Visits
 - Visit 100+ local companies annually
 - Inform of programs/services available for existing industry
 - Facilitate connections to workforce development, business development, training/community resources, as well as expansion and investment incentives
- Business Retention Action Team
 - 11 community/state organizations committed to strengthening local businesses
 - Aid in solving operational and/or developmental issues for businesses
- Award Winning
 - 2014 IEDC Excellence in Economic Development Award for a BRE program of 3 years or more

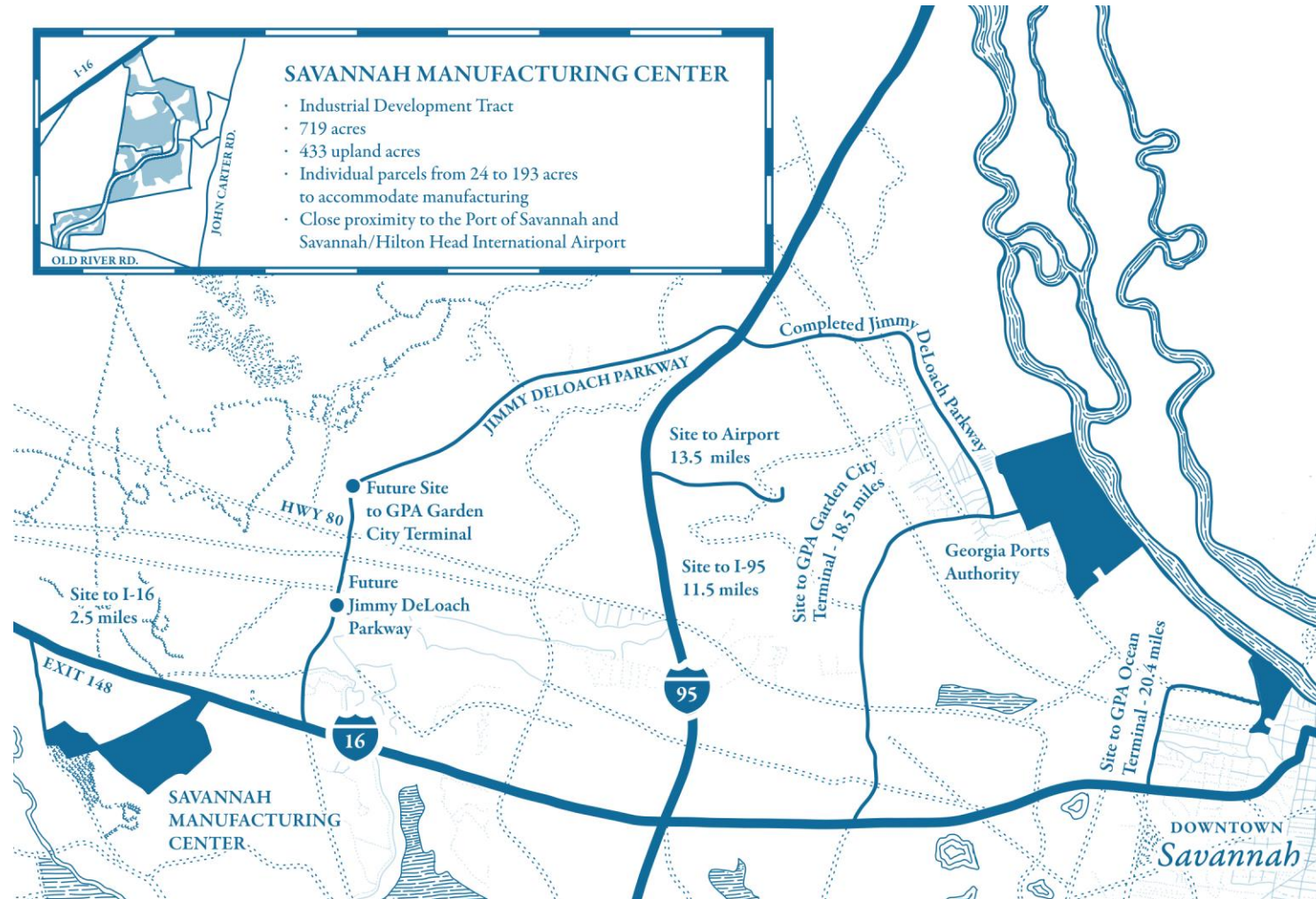


SEDA: What we do



Savannah Manufacturing Center

- Industrial Development Tract
- 719 acres
- 433 upland acres
- Individual parcels from 24 to 193 acres to accommodate manufacturing
- Close proximity to the Port of Savannah and Savannah/Hilton Head International Airport



Six Pillars of Savannah Economy!



Manufacturing



Healthcare



Academic/Military/Government



Tourism



Port Logistics



Entertainment Production, Creative and Technical Businesses

Part of the State Economic Development Plan

Gov. Nathan Deal just announced that Georgia-lensed feature film and television productions generated an economic impact of more than **\$9.5 billion** in fiscal year 2017.

*“Georgia’s growth in the film industry — **from \$67.7 million in direct spending in FY 2007 to \$2.7 billion in FY 2017** — is unprecedented, not only in production spend, but also in the amount of investment that has been made in infrastructure,” said Lee Thomas, deputy commissioner for the Georgia Department of Economic Development’s Film, Music and Digital Entertainment Office, in a statement. “The unwavering commitment to this industry by Gov. Deal and the Georgia legislature has ensured Georgia’s place as a top destination for film and television.”*



Industry Wages

- Union wages in Savannah range from **\$27** per hour to **\$60** per hour – can negotiate higher contracts
- Assume 14 hour days, 5 to 6 days per week until the project is complete
- Projects must continue to churn to sustain earning above other industries
- For a 14 hour day making \$27 per hour, crew would make \$486 per day in addition to a benefits contribution



After 8 hours -
Time and a half



After 12 hours -
Double time



After 15 hours -
Triple time

First Year Results, 2015

Total Spend in 2010: \$4,605,599

Total Spend 2010-2014: \$58,057,354

Total Spend in 2015
\$58,726,500

June 2016

Creation of the Savannah Area Film Office

- ✓ We needed to continue the successful attraction productions on a regular basis which creates a strong, local, permanent entertainment production workforce.
- ✓ **We needed a more robust, countywide partnership to handle the increased demand professionally and succeed in creating a sustainable entertainment production industry. This office is the face of our effort, the first stop and the most important one to ensure a successful production while protecting local assets and citizen interests**

The Agreement

To that end, we proposed the creation of the **Savannah Area Film Office** to operate under SEDA's management with continued financial commitment from the City of Savannah. SEDA has approached Chatham County and Tybee Island leadership to discuss joining the alliance with investment and good intent. Depending on activity, other municipalities may be approached. Permitting would remain the responsibility of each governmental entity, coordinated through the Savannah Area Film Office.

SEDA investment:	\$300,000 annual operating \$1.5 million annual incentive, 2016-2018
City of Savannah investment:	\$206,000 from annual operating budget
Chatham County investment:	\$100,000

International Economic Development Council

IEDC recognized **Savannah** with a Silver Award of Excellence in Economic Development in the Multi Year Economic Development Category at the annual conference in Toronto, Canada in September 2017.

The collaboration of the City of Savannah, Chatham County, and SEDA in the creation of the Savannah Area Film Office was specifically noted.

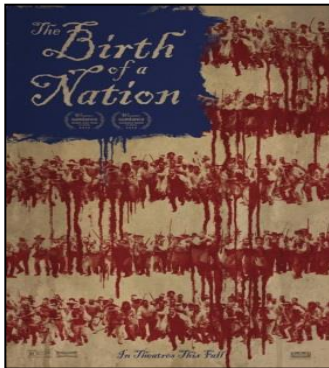


Impact in Savannah, 2012-2016

	2012	2013	2014	2015	2016	Total
Feature Films	\$7,208,500	\$8,342,500	\$13,933,000	\$55,691,000	\$26,847,127	\$112,022,127
Television	\$1,602,500	\$2,757,500	\$1,323,465	\$3,035,500	\$33,419,000	\$42,137,965
Commercials	\$1,227,500	\$1,662,500	\$1,073,300	\$430,000	\$145,000	\$4,538,300
Still Photography	\$1,760,050	\$1,333,500	\$811,500	\$229,300	\$395,000	\$4,529,350
Music Videos	\$85,000	\$157,500	\$0	\$15,000	\$40,000	\$297,500
Other	\$95,000	\$330,000	\$826,752	\$282,100	\$393,833	\$1,927,685
Student	\$298,191	\$211,796	\$209,629	\$173,634	\$192,463	\$1,085,713
Local Spend	\$12,276,741	\$14,795,296	\$18,177,646	\$59,856,534	\$61,432,423	\$166,538,640
Multiplier	2.12	2.12	2.12	2.12	2.12	2.12
Economic Impact	\$26,026,691	\$31,366,028	\$38,536,610	\$126,895,852	\$130,236,737	\$353,061,917

Recent Projects

- Underground, Season 2
- Living the Dream
- Baywatch
- Gifted
- Peanut Butter Falcon
- Krystal
- The Intervention
- Vanished: Left Behind – Next Generation
- Daisy Winters
- The Do Over
- Dirty Grandpa
- Misfortune
- The Miki Howard Story
- Lizzie
- Live by Night
- Z: The Beginning of Everything
- Galveston
- Christine
- The Birth of a Nation



THE OFFICIAL FILM OFFICE OF THE SAVANNAH AREA

FEATURED NEWS

CREW CALL: Galveston

01.10.17

"Galveston" is an independent feature film seeking all crew positions. Please send resumes to GALVESTONPROD@GMAIL.COM with your department in the subject line. Principal photography is tentatively set for Feb 9 - March 12.

[READ MORE >](#)

MEDIA

[VIEW ALL >](#)



See How Film Can Work For You!

UNIQUE LOCATIONS

[VIEW ALL >](#)



Historic Savannah

REFINE SEARCH

Category

BEAUTY - Hair Salons ✕

CATERING SERVICES - Wrap Parties & Special Events ✕

EQUIPMENT RENTAL - Tool Rental ✕

EXPENDABLES - Expendables ✕

FITNESS - Gyms ✕

GENERAL SERVICES - Movers ✕

WARDROBE / COSTUME & SUPPLIES - Dry Cleaners ✕

Keyword

[search tips](#)

Location

City

County

SEARCH

Directory >> Support Services Listing







Display Options:  

Viewing 1 to 17 of 17

BEAUTY - HAIR SALONS

Deidra Marie Studio	Savannah, GA	(912) 755-6308	view profile	 
Makeup by ElleB, LLC	Pooler, GA	(912) 659-0883	view profile	 
Style it	Bluffton, SC	(843) 338-1530	view profile	 







CATERING SERVICES - WRAP PARTIES & SPECIAL EVENTS

B Local Catering	Savannah, GA	(912) 604-7100	view profile	 
Current Catering	Pooler, GA	(912) 659-1598	view profile	 
Lilis Restaurant and Bar	Savannah, GA	(912) 235-2664	view profile	 





EQUIPMENT RENTAL - TOOL RENTAL

Maven Makers, LLC.	Savannah, GA	(205) 903-0489	view profile	 
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


EXPENDABLES - EXPENDABLES

Grainger	Garden City, GA	(800) 472-4643	view profile	 
Savannah Film Company	Savannah, GA	(912) 472-0740	view profile	 
Savannah Grip Electric	Savannah, GA	(912) 663-5767	view profile	 

FITNESS - GYMS

Tidewater Fitness	Savannah, GA	(478) 918-5986	view profile	 
Train Me 24/7	Savannah, GA	(912) 225-9695	view profile	 

GENERAL SERVICES - MOVERS

American Moving & Storage, Inc.	Savannah, GA	(912) 401-0362	view profile	 
Bacon, Keith	Savannah, GA	(912) 433-9928	view profile	 
City Storage River Street	Savannah, GA	(912) 777-7008	view profile	 
Move Buddies LLC	Savannah, GA	(912) 675-3675	view profile	 

Training Local Workforce

- Georgia Film Academy in partnership with Savannah Technical College offers a two semester program to train students for on-set careers
- Other organizations advancing the industry include the Savannah Film Alliance, Savannah Filmmakers, Savannah Women in Film and Television (SWIFT)



Training Local Workforce

- **Savannah College of Art and Design** graduates nearly 750 students annually from their film related programs
- **Savannah State University** through the Department of Journalism and Mass Communications offers a BA degree with a concentration in Radio, Television, and Film.
- **Armstrong State University** offers a BA in Theatre, Music





WORLD TRADE CENTER®
SAVANNAH

Licensed in October, 2011
Certified in September, 2014

World Trade Centers Association

More than 300 World Trade Centers in nearly 100 countries linked to over
a million businesses globally



WTC Beijing



WTC Istanbul



WTC Dubai



WTC Bangalore

Savannah: Positioned among the Great Cities of the World



WTCsav Mission & Strategy

Mission

- To support the attraction of investment and the creation of jobs

Strategy

- Help regional businesses do business internationally
- Help facilitate foreign direct investment opportunities for the region
- Generate revenue to support these activities

Business and Trade Services

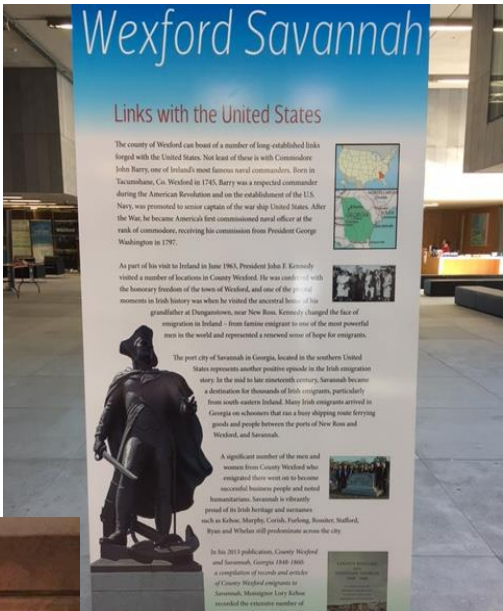
- Global Connections
- Business Matchmaking
- Trade, Market and Protocol Research
- Inbound/Outbound Trade Missions
- Connections to Translators/Interpreters
- Global Education Programs & Networking Events
- Regional Internship Program
- Foreign-Trade Zone 104
- EB-5 Regional Center
- Bannockburn Global Forex



Outbound Trade Missions

Regional Business
Development and Trade
Mission to Germany,
Nov. 2017

Savannah Business
Development and Trade
Mission to Ireland, Oct. 2016



Inbound Delegations



Hosted Over 500 International Delegates

Bermuda

Kenya

Ghana

Germany

United Kingdom

Brazil

Hungary

Denmark

Israel

Sweden

France

Australia

New Zealand

Canada

South Africa

Italy

Mexico

Panama

China

Nigeria

Switzerland

Taiwan

Chile

Japan

Ireland

India

Belgium

The Netherlands

Czech Republic

Turkey

Colombia

Uruguay

The U.S. Secretary of Agriculture



Trade Services Success Story

“I can say with confidence that Savannah Bee’s partnership with World Trade Center Savannah has been an integral piece of our international expansion. We were able to move quickly into the European Union because of our partnership.”

Kristen Crawley, Savannah Bee Sales Director, International Sales



Target Countries

- To strategically focus our proactive FDI marketing and sales efforts
- To more quickly answer questions and target local business and economic development efforts
- To more easily discern the opportunities that may have the greatest positive impact for our region

Trade Service and Research

- Custom industry, country and trade research for partners and clients
- Protocol briefs and training
- Business-to-business matchmaking
- International product sourcing

Target Countries

Canada

Germany

Israel

Ireland

Japan

United Kingdom

EB-5 Program

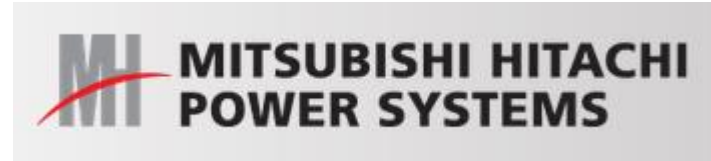
An EB-5 Regional Center is a U.S. Federal government approved organization for receipt of foreign investment capital for projects promoting economic growth and specific job creation

SAVANNAH WORLD TRADE
CENTER FOR INVESTMENT LLC

Foreign-Trade Zone Program

- Created by federal legislation in 1934 as part of “The New Deal”.
- To facilitate international trade and increase the global competitiveness of U.S.-based companies.
- A designated location in the United States where companies can use special procedures that help encourage U.S. activity and value added - in competition with foreign alternatives - by allowing delayed or reduced duty payments on foreign merchandise, as well as other savings.

Foreign-Trade Zone 104



Internship Program



"...It has helped me realize that yes, this is what I want to do for the rest of my life."

— Brittany Goins, WTCSav Intern

Partners

Founding Partner



Platinum Partner



Founding Development Authorities



Partners

Founding Investors



Partners

Investor Partners



Corporate Partners



Partners

Business Partners



amerisbank.com



**International
Dunnage**

MERRITT & MERRITT
ATTORNEYS



ABSHIRE
PUBLIC RELATIONS

BankSouth
Member FDIC



HANCOCK ASKEW & CO LLP
ACCOUNTANTS & ADVISORS



Questions?