

Real Estate

Confidential: Attorney Client Privilege - This material is exempt from public disclosure pursuant to OCGA 50-18-72(a)(9) as pertinent to real estate acquisition.

Real Estate Acquisition Update- August 15, 2021

Summary:

Outbound prospecting efforts continue to be very pre-occupying and have proven to yield positive levels of interest, progress, and enthusiasm.

The continued delay in issuing the Spaceport license has resulted in quantifiable Opportunity Cost. A Launch Provider was very interested in launching from Spaceport Camden in late Q4 2021 AND in early Q1 2022. Given the continued delays and uncertainties, they made launch commitments elsewhere.

The collective team has been busy with outbound phone, email, videoconferencing, and face to face meetings with interested parties.

Per FAA regulation, the team has not proactively engaged in Media interviews, articles, or other efforts that could hinder FAA approvals. Such a plan is prepared and ready to execute once license is issued.

Significant Updates:

- Letter of Intent has been submitted to the County for potential property development of all land surrounding the Spaceport. We introduced the Group to Camden, actively engaged in all aspects of progress to-date and will continue to solicit other interested parties.
- Multiple Development Groups, Financial Investment Groups, and potential builders are actively engaged in discussions regarding the development of the Spaceport and potential projects beyond the Spaceport corridor that will benefit the County
- Have two other interested Development groups doing due diligence on the area and market for potential LOI re Spaceport property development
- Have introduced the County and a private party with an Investment team interested in participating in the creation of a Youth Sports Complex, RV Park, Recreation Center and Conference/Convention Center in the County. This team includes Investment Bankers, Sports Park Developers, Builders, etc. The team has visited the County and held initial conversations. NDA and diligence to follow
- Have three site visits scheduled in Sept with Launch Companies, and coordinating those activities and are under NDA
- Have 3 USA based Launch companies and two international launch companies interested in Camden launch facility
- Working with two other international agencies to develop a potential "sister" launch facility relationship with Camden

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- Two Launch providers shared their Launch site requirements to be included in Spaceport Build-out
- Two Manufacturing Companies interested in Camden
- Major Global Telco interested in a potential distribution center in Camden
- Global Telco and Communication Company will provide quote for fastest, most reliable cell, mobile, internet service at Spaceport
- Well-Recognized Commercial Georgia Headquartered Company in early conversations about ways to collaborate with Spaceport
- Continued dialogues with variety of Federal Agencies regarding Spaceport Camden's potential role in National Security, Resiliency, Training, and Cyber-Security.
- Participated in Launch site configurations, requirements, customer input, funding sources
- Working with highest levels of Washington Ops regarding other potential Spaceport opportunities and funding
- Continuing to tweak messaging, target companies, points of contact, and updates as appropriate
- Spaceport Camden/Pentagon Press Release sent to over 5000 Space and Cyber-Security leaders across Commercial, Government, Agency, and International entities.

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Real Estate Acquisition Update- August 27, 2021

Summary:

Activity, Interest, Enthusiasm in Spaceport Camden is very high as we await the issuance of the Spaceport Operators License.

In addition to the updates below, we are pleased to share that two small rocket launch providers (one of whom is already flying) has executed NDA's and scheduled September visits to Camden. A Launch provider has also shared their technical launch requirements for alignment with The Spaceport's build-out configuration.

The County has also received two Letters of Intent from interested parties regarding Real Estate Acquisition, Development, and Tenancy.

Outbound prospecting efforts continue to be of priority and are yielding positive levels of interest, progress, and scheduled follow-ups and activities.

The continued delay in issuing the Spaceport license has resulted in quantifiable Opportunity Cost. A Launch Provider was very interested in launching from Spaceport Camden in late Q4 2021 AND in early Q1 2022. Given the continued delays and uncertainties surrounding the Licensing process, the Company made launch commitments elsewhere.

The collective team has been busy with outbound phone, email, videoconferencing, and face to face meetings with interested parties. Additionally, there are late Q1 2022 activities in the planning stages with interested parties.

In fact, a broad Outreach highlighting the positive Spaceport Camden updates was received by over 5000 targeted entities, another 3,000 recipients were subsequently contacted, and follow up activity requests, information requests, and calls, has been robust.

Per FAA regulation, the team has not proactively engaged in Media interviews, articles, or other efforts that could hinder FAA approvals. Such a plan is prepared and ready to execute once license is issued.

Significant Updates:

- Two Letters of Intent have been submitted to the County for potential property development of all land surrounding the Spaceport. We introduced the Group to Camden, have been actively engaged in all aspects of progress to-date and continue to solicit other interested parties.
- Multiple Development Groups, Financial Investment Groups, and potential builders are actively engaged in discussions regarding the development of the Spaceport and potential projects beyond the Spaceport corridor that will benefit the County

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- Introduced Potential Spaceport Funding Vehicle. NDA being executed, and detailed discussions to follow. Awaiting follow up from County Attorney.
- Have two other interested Development groups doing due diligence on the area and market for potential LOI re Spaceport property development
- Have introduced the County and a private party with an Investment team interested in participating in the creation of a Youth Sports Complex, RV Park, Recreation Center and Conference/Convention Center in the County. This team includes Investment Bankers, Sports Park Developers, Builders, etc. The team has visited the County and held initial conversations. NDA and diligence to follow
- Have three site visits scheduled in Sept with interested Launch and Development Companies, am coordinating those activities and all are under NDA
- Have three international launch companies interested in Camden launch facility- with early Fall site visits being planned- pending Covid international restrictions
- Working with two international agencies and Spaceports to develop a potential "sister" launch facility relationship with Camden
- Two Launch providers shared their Launch site requirements to be included in Spaceport Build-out
- Two Manufacturing Companies interested in Camden
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- More updates to follow.

As always, I am happy to participate in individual conversations to discuss these updates in greater detail. My contact info is: grega@fvigroup.org; 815-236-2893

CONFIDENTIAL- GORA EXEMPT Real Estate Acquisition

Draft One- June 22, 2022

Spaceport Camden continues to generate strong interest, activity, and commitment from the Space and Non-Space commercial marketplaces, as well as the DoD.

The County is in active negotiations with multiple USA headquartered Launch Companies, each of whom will commit to use all annual licensed launches during the terms of their Agreement.

These negotiations include financial terms that provide the County with an ROI of between 12 and 25 months!!!!

These Companies also require additional property and facilities for testing, storage, payload processing and other lines of business- which will generate additional revenue streams and employment opportunities for the County.

A number of groups within the DoD have interest in flights from Spaceport Camden and are eagerly awaiting approvals from the County to proceed.

We also have multiple internationally headquartered-and State Dept approved- Companies interested in launching from Spaceport Camden and in building a manufacturing facility in Camden.

The County Commissioners have been committed to creating a diverse and innovative economic engine surrounding the Spaceport. Local Private parties and the County are in final negotiations regarding the development of a STEM offering; the construction of a formal Incubator program and close collaboration with businesses, educational institutions, successful business people, private investors, and the Federal Government.

In fact, the County is being considered by multiple Federal Agencies for multi-million dollar financial awards to assist in the acceleration of these programs.

Finally, Spaceport Camden has been named as a physical site for a fully- funded two year Accelerator program for early stage innovation companies that are aligned with stated National Security and critical technology needs.

The County has also been engaged with major cloud computing companies; trucking, distribution, and fulfillment companies; a lunar -focused manufacturing and design company, and established technology companies interested in Camden- and awaiting property access.

The Capital Markets Company we hosted earlier this year continues to proceed with its due diligence- interest remains strong and expect decisions in the late Summer.

We continue to host site visits and have some scheduled as far out as end of August and early September.

By law, Final agreements cannot be executed until the County owns the Spaceport property. The mutual NDA's in place prohibit our sharing Company names, terms, or specifics surrounding negotiations.

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Draft TWO - June 24, 2022

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We also have multiple internationally headquartered-and State Dept approved- Companies interested in launching from Spaceport Camden and in building manufacturing facilities in the County.

Additionally, multiple Universities (including some Georgia schools) with astronautical engineering programs, are interested in launching "amateur class" rockets from Spaceport Camden.

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The Capital Markets Company we hosted earlier this year continues to proceed with its due diligence; interest remains strong and are still operating within their stated timelines.

We continue to host site visits from interested parties and have meetings scheduled as far out as end of August and early September.

In accordance with the terms and conditions for launch site licenses by the FAA, Camden County cannot sign an agreement with a potential launch operator to launch a vehicle from Spaceport Camden until Camden County provides a purchase, lease or site use agreement.

The mutual NDA's in place prohibit our sharing Company names, terms, or specifics surrounding negotiations to the extent allowed by Georgia law.

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FINAL - June 27, 2022

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