

Steve Howard

From: Steve Howard
Sent: Friday, January 21, 2022 10:22 AM
To: 'Gregory Ammirati'
Cc: District 4; John S. Myers
Subject: FW: Attached Image
Attachments: 2746_001.pdf

Greg,

Please find attached the executed agreement by Chairman. Please execute and e-mail back. If you and your Team can begin to prepare /design a presentation to be shared with community/media/civic groups on FVI Business Development efforts to realize the private-public partnership vision of Spaceport Camden.

Thanks Steve

From: MFD Scanner
Sent: Friday, January 21, 2022 9:51 AM
To: Steve Howard <steve.howard.admin@camdencountyga.gov>
Subject: Attached Image

Phase 4 Scope Approval

By Chairman.

Therly,



Steve Howard

From: Gregory Ammirati <grega@fvigroup.org>
Sent: Friday, January 21, 2022 7:23 PM
To: Steve Howard; John S. Myers
Cc: Gregory Ammirati
Subject: Proprietary/Confidential Atty/Client Privileged Real Estate Acquisition
Attachments: CAMDEN PHASE4 CONTRACTjan2022.pdf

CAUTION: This email originated from outside your organization. Exercise caution when opening attachments or clicking links, especially from unknown senders.

Steve,
FYI

Gregory Ammirati
CEO
Fenimore Ventures Group
815-236-2893
grega@fvigroup.org
www.fvigroup.org

**CAMDEN COUNTY SPACEPORT PROFESSIONAL/TECHNICAL SERVICES PROGRAM AND
PROJECT SCOPE**

COST PROPOSAL PHASE FOUR – BEGINS JANUARY 1, 2022

Executive Summary

- The team needs to immediately begin reacting to “Post-FAA Licensing” activities
- Every day of inactivity on our part offers the Competition irreversible advantages
- The initiative is complex, political, potentially expensive, and requires strategic thought, planning, and execution
- Over-arching Objective is to deliver committed tenants to Camden by end of June 2022 - presuming activities begin immediately, and there are no unexpected situations preventing contract execution
- Requirement is a Collaborative, Candid, Comprehensive program that is aligned with the Board of Commissioners vision for the County
- Some examples of task deliverables are noted in each section. As always, specific priorities and deliverables continue to be mutually agreed to by The County Commissioners, County Administrator, and FVI.
- Initiative must be executed affordably, ethically, legally, and timely
- Phase Four is critical for establishing tenants, determining land acquisition timelines, build-out requirements, and prospective maiden launch dates
- Phase Four is mission-critical for securing early adapter tenants, negotiating multiple proposals in process, and building a pipeline of closely aligned new prospects
- Phase Four involves a combination of Commercial Business activities, Government Business Development activities, Project Management activities, Technical and Logistical activities, and political activities with Space, aligned Agencies, and Capitol Hill.
- FVI will make itself available for media activities, in-person conferences, and speaking engagements on behalf of the Spaceport project

FVI Phase Four Focus Areas

1. Close Existing LOI's/MOU's
2. Continued Business Development - Secure more Tenants, both Commercial and Government
3. Finance/Funding efforts – negotiate with existing interested funding partners while continuing to build pipeline w additional funding partners
4. Spaceport Build-Out Coordination
5. Spaceport Operationalization and Launch Preparation

One: Close Existing LOI's / MOU's

- Negotiate with Builders, Developers, and Investors for optimal results
- Negotiate with Capital Markets Groups to determine fit - and Close Opportunity
- Negotiate and continue conversations with Connectivity Companies
- Negotiate and Secure Launch Contracts
- Negotiate and Secure Operators Contract
- Aggressive Pro-Active Lead Generation/Outreach Campaigns – Email, Phone, F:F, Conferences, Association Participation, Site Visits
- Convert Current Opportunities into Binding Agreements
- Finalize Agreements with Investment Groups and Service Providers
- Ensure that Dates/Terms align with Land and Build-Out Strategy
- Finalize Agreement with Stuckey's Corp

Two: Continued Business Development

- Understand and Align efforts with Land and Build-Out Plan
- Re-Visit Prospects who had "Call when you get the license" responses
- Aggressive, Pro-Active, Multi-Media Outreach to Build Pipeline
- Coordinate & Secure International Spaceport Partnerships
- Active participation in Space-Related Conferences, Symposiums, and Working Groups
- Coordinate Site Visit with Global Intranational Space Council Members
- Initiate DOD, MDA, Space Force, and SDA Conversations, Meetings and Contracts
- Secure SBIRs
- Initiate active dialog with Un-Manned Launch Market
- Initiate dialog with Testing, Design, Manufacturing Markets
- Initiate Contact with Camden County School Boards regarding STEM initiatives
- Initiate University Launch Challenge
- Coordinate Space Symposium for Fourth Quarter
- Secure Cloud Computing tenant
- Continue Collaboration with Stuckey's Corp-products at wholesale
- Other Activities as needed

Three: Finance / Funding

- Continued discussions and negotiations with builders, developers, contractors, and capital market companies
- Proactive outreach to prospective investment groups
- Align outreach with County's preferred funding structure and optimal ROI
- Canvass local supporters for potential funding sources
- Consider creative funding sources such as Crowd Sourcing

Four: Spaceport Build-Out Coordination

- Align with County Land, Vendor, and Build-Out Strategy
- Finalize Land Usage Specification for Commercial Development Purposes - Topology, Site-Specificity, due diligence Timeframes
- Program Management of Vendor Selection, Timelines, Dependencies to ensure efficient and On-Time completion of Spaceport Build-Out for Initial Launches
- Provide Alternatives to Current Build-Out strategy and Provide Technical Oversight and Suggestions during Build-Out
- Seek and Participate in Grant and Other Financing vehicles
- Introduce multiple Funding Sources and Alternative Options to Accelerate Phase Two Launch Schedules (including fixed Infrastructure)
- Project Mgmt for Scheduling and Execution of Build-Out Plan
- Continued, and more detailed, coordination and collaboration with Kingsbay Naval Base for Business Synergies
- Meet and Collaborate with Space Florida, Wallops, Cecil, and Kodiak
- Project Mgmt of Build-Out Plan

Five: Spaceport Operationalization and Launch Prep

- Prepare Spaceport for "Launch and Build Capabilities" through collaboration with Potential Tenants, Operators, Builders/Developers, and Existing Spaceports
- Review Topology, Site Configuration, and Long-Term Infrastructure and Market Requirements
- Coordinate and Program Manage Operational Design and Vendor Selection
- Secure Connectivity, Power, Security, and Infrastructure Capabilities
- Provide Technical Support for Testing, Preparation, and Initial Launch
- Participate in Program/Project Mgmt of Build-Out and Coordinate Efforts and Communication Across Critical Constituents

Cost Proposal

- This Project will be executed by Subject Matter Experts from the FVI Team
- Phase Four requires simultaneous execution of the Four Focus areas because they are inter-dependent and impact priorities/results
- This is a six-month engagement; renewable upon mutual decision and review June 30, 2022
- This is a Fixed Fee Engagement, not to exceed \$27,500 monthly. This includes all Travel and Expenses
- This Agreements is effective January 1, 2022 thru June 30, 2022
- Fees are paid twice monthly on the first (1st) and fifteenth (15th) of the month
- FVI is responsible for timely invoice submission and monthly Activity Reports to the County Administrator - and will align with the mutually agreed to Deliverable Project Plan
- Any requests for additional fees must be submitted in writing to County Administrator and prior approval is required

IN WITNESS WHEREOF the parties have executed this Agreement as of the day and year first below written.

Per: 
Gary Blount, Chairman,
Camden County Board of
Commissioners

Date: 1-18-2022

FENIMORE VENTURES, LTD.

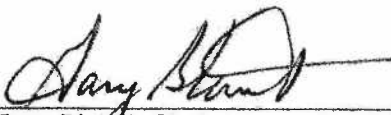
Per: _____
Gregory Ammirati
CEO
FVI Group

Date: _____

Cost Proposal

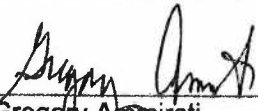
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