

BOARD OF COUNTY COMMISSIONERS

65044

01-54514 ** FENIMORE VENTURES GROUP INC **

065044 12/20/2019

DATE	I.D.	PO #	DESCRIPTION	AMOUNT
12/20/2019	001	-----	G/L DISTRIBUTION DECEMBER 2019	5,500.00

CHECK TOTAL 5,500.00

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CHECK TOTAL 5,500.00



Statement of Work
FVI Group
December 2019 Invoice
Proprietary and Confidential

INVOICE # 001
RATE: MONTHLY

December 19, 2019

Bill To: Camden County Board of Commissioners
PO. Box 99
Woodbine, GA 31569

SUBJ: Spaceport Consulting Invoice - December 2019

- Tasks fulfilled, including:
- Review pertinent correspondence between Camden Spaceport and FAA AST
 - -Strategizing sessions with Spaceport team as to appropriate actions to address outstanding FAA concerns in as expeditious time period as possible
 - Informal discussion with AST Associate Administrator as to top level issues and next steps
 - -Meeting with Deputy Administrator in charge of AST to focus on concrete steps that Camden Spaceport needs to take to ensure timely resolution of issues
 - -Debrief of spaceport leadership as to steps taken to date and proposed actions in January 2020
 - other tasks as assigned.

Date	Description	Hours	Amount
December 2019	Direct labor	Monthly rate	\$5,500.00

Total Amount of this invoice \$5,500.00

Time Period

- Month to month engagement, not to exceed twelve months without review

Payment

- Monthly retainer of \$5500 payable within net 10 days
- Both parties can terminate with 30 days written notice
- Make check(s) payable to FVI Group c/o Greg Ammirati

100.5 - 1506 - 52.1300



INVOICE # 001
RATE: MONTHLY

December 19, 2019

To: Steve Howard
Camden Spaceport

From: FVI Group

SUBJ: Spaceport Consulting Invoice - December 2019

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Dec 2019	Direct labor	December Monthly rate	\$5,500.00

Total Due: *V# 54514* **\$5,500.00**

100-5-1506-52.1300

Make all checks payable to FVI Group c/o Gregory Ammirati.

Payment is due within 10 days.

THANK YOU FOR YOUR BUSINESS!



Statement of Work
FVI Group
December 18, 2019
Proprietary and Confidential

Background

FVI Group, with a diverse range of expertise in Sales, Marketing Communications, Strategic Consulting, Washington Operations, including the emerging commercial launch sector (Mr. Greg Ammirati, CEO, FVI Group, was former Vice President for Global Sales, Vector Launch Company) is retained by Spaceport Camden to perform general consulting services related to FAA licensing.

As Camden Spaceport states on its web site, “The Camden County site can support the integration, test and launch operations of several vertical launch systems. The ready support of multiple launch operators on this site provides flexibility for a rapid succession of launches. The site, previously owned by Thiokol Chemical Corporation, was the former testing facility where the world’s most powerful rocket motor was test fired in the 1960’s.

Located on the Atlantic Ocean and surrounded by a large undeveloped buffer zone, this location provides a nearly unrestricted launch range for the launch of spacecraft to a wide range of orbits. With a range of launch azimuths five times that of the proposed Texas site, Camden County provides direct access to an orbital inclination range as large as any launch site in the United States. Orbital inclinations between 31° and 58° can be reached without the addition of costly propulsive maneuvers to change the orbital plane. Southerly Location and Favorable Launch Azimuths Enable More Payload to Orbit Launches from Camden County have the capability to fly due east, maximizing the velocity boost from the rotation of the earth ...”

Camden offers unique national security and commercial advantages, especially for small vertically deployed rockets from the mid-Atlantic coast – situated midway between Wallops Space Flight facility and the Kennedy Space Center.

Camden Spaceport has submitted all the requisite documents to address the FAA AST’s requirements for an environmental assessment, including convening public hearings, Coast Guard coordination as well as addressing other conditions for granting a license to the formal establishment of the Spaceport. It is currently awaiting final approval from the FAA.

Spaceport leadership fully understand that the granting of a spaceport license does not pre-judge the granting of licensing for a specific launch. The latter burden rests with the individual user applicants who are responsible for submitting the necessary documentation and supporting technical analyses to the FAA pursuant to obtaining permission to launch from Camden.

FVI Group, whose team has expertise with the policies and regulations governing the FAA AST’s issuance of spaceport licenses, has been engaged to support efforts by the Camden Spaceport leadership to educate appropriate key policy-makers with the goal of achieving a final



licensing approval in the near future. Receiving such formal certification will allow the Spaceport to aggressively step up its marketing efforts to recruit users to the facility generating significant economic development including well-paid high-tech job opportunities, as well as supporting blue collar and administrative employment.

Tasking

- Review existing Camden Spaceport briefing materials and revise as needed to maximize “buy-in” by appropriate stakeholders.
- Identify key policymakers in the Administration – e.g., OMB, OSTP, National Space Council, National Security Council, FAA AST – and the Congress who can assist, as appropriate, in supporting the approval of the spaceport license.
- Support the Camden Spaceport leadership team in briefing key decision-makers and ensuring effective and timely follow-up.
- Provide timely feedback to Spaceport leadership so that their strategy can be modified as required.
- Post- Granting of a license, provide inputs for a preliminary global sales strategy to assist Camden Spaceport in aggressively recruiting users to the facility

Scope of Work

A Senior, experienced, and well-versed FAA licensing, Capitol Hill, and launch site professional is assigned to lead this consulting project.

- Assist Spaceport leadership in identifying outstanding issues and concerns related to the FAA licensing Spaceport facility
- Assist Spaceport leadership in working with FAA and others, as appropriate, in securing approval for the initial facility license
- Ensure that working relationship with the FAA AST Office remains positive and constructive per future licensing activities affiliated with the spaceport
- Help build continued support for the spaceport within the germane agencies and legislative branch

Deliverables for the Spaceport Project Lead

- Weekly written progress reports
- Available as needed for updates and guidance by the Spaceport leadership
- In coordination with the Spaceport leadership, drafting of e-mails and other correspondence to stake-holders – as circumstances warrant
- Review and comment on global marketing strategy
- Other tasks as assigned



Time Period

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Executed by:



Camden Spaceport Authorized Signature



Date