

# Updates

## Federal Grant Information

The Grant will be used to accelerate the build-out of the Spaceport Camden infrastructure.

The swift completion of Spaceport development is critical to the dramatic revenue and employment opportunities pending its completion.

The County has been very successful in generating interest, commitment, and continued dialogues with potential developers, investors, Universities, Space-related Companies, and non-space related organizations that consider Camden County a “business-diamond”.

These organizations will be infusing between \$170-\$200 million to the County and providing over 500 jobs to the community.

As illustration, the County has a very significant level of business investment in process:

- LOI's from two national companies that will develop, finance, construct, offer build-to-suit, collaborate on Business Development, of the 300+acres of mixed-use industrial property adjacent to the Spaceport
- In negotiations with two launch companies committing to multiple annual launches, across multiple years.
- Two Companies in negotiations that include the construction of multiple 50,000+sq feet facilities
- Two satellite companies under NDA doing diligence and have interest in the construction of 100,000 sq ft manufacturing facilities
- A Global Investment firm considering a collaboration with the County to Fund the mixed-use development of the Spaceport and potentially an aligned strategic County project
- A consortium that includes a global telecom, fixed line provider, and integrator, to install ubiquitous and redundant 5G network, cell service, high-speed internet, ultra-fast video, etc to the Spaceport Complex—and potentially a 5G backbone for the entire County.
- Multiple Universities, Non-Profits, and Agencies interested in the development of a comprehensive STEM, Military transition program, and college/business apprenticeship program

The revenue and employment gains are significant and are realizable with the speedy build-out of the Spaceport, which this Grant will provide

Steve,

The information below highlights the most current status of Commercial activity, interest, and demand surrounding Spaceport Camden.

Interestingly, our collective successes have also spurred considerable development, investment, and joint venture activity and consideration at both Spaceport Camden and the surrounding area within the County.

Activity and interest continue to grow at an impressive rate.

With multiple Companies under NDA, Six (6) Site Visits scheduled beginning the week of June 21, four nationally prominent consortium groups of potential real estate developers, investors, and commercial/mixed use developers reviewing the site plans, and at least one Rocket Launch Company interested in a potential early 2022 (Q1) launch from Camden, the FAA Spaceport license is the sole critical path activity preventing LOI's, Use Agreements, Contracts, and formal commitments to Spaceport Camden.

It is also exciting to share that very senior Federal Government Agency officials representing the Army, Air Force, Space Force, Navy, NGA, and DOD are in conversations regarding potential Spaceport Camden initiatives.

Incidentally, we have either already spoken to, or have conversations scheduled the week of June 7 with four of the five County Commissioners to provide individual updates and conversation.

**Activity Summary:**

- Multiple Companies under NDA, including Launch, Manufacturing, and Property Development Groups
- Six site visits scheduled beginning week of June 21
- Four Development/Investment Groups reviewing Spaceport Camden plans and are interested in site visits. These are national and global organizations
- Four Launch Companies actively engaged and interested in launching from Camden- including one interested in a Q1 2022 Launch.
- Three Space-related Manufacturing Companies interested in potentially building plants in Camden
- Two next Generation Communication Companies exploring feasibility of locating in Camden
- One Bio-Medical Company interested in moving a second office to Spaceport Camden
- Multiple Cloud Computing Companies exploring facilities in Camden

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- Engagement with prominent and senior Federal Government officials representing Army, Air-Force, Navy, Space Force, NGA, DOD, NASA regarding potential engagement with Spaceport Camden
- Dialogue with KingsBay to explore collaborative opportunities to benefit the County
- Participation in International Space Council and pursuing collaborative partnerships with other Spaceports for Launch referrals
- Early-stage engagements with multiple non-space, next generation IoT, 5G, Solar, and Green Energy Companies
- Engagement with multiple Cloud Computing Companies-both Space and Non-Space related, regarding facilities in Camden
- Engagement with mixed use, commercial, multi-family residential developers interested in properties in Camden County, especially the Exit One thru Exit Seven Corridor

As you recall, by law, no formal Negotiations, Use Agreements or Contracts with Launch Companies can be executed until FAA License is issued.

Presuming no change in current FAA schedule, I am optimistic in finalizing negotiations and executing agreements prior to end of calendar year.

Please advise of any questions, comments, or items needing clarification.

Thanks in advance.



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## **Camden County Board of Commissioners**

### **FVI Group Update**

**October 1, 2021**

It is a pleasure to provide these material updates and progress report regarding the business development efforts of Spaceport Camden.

The FAA and Federal bureaucracy-continued licensing delay is costing the County material revenue and mixed-use development opportunities, exemplified by a launch company asking for a Q4 2021 and Q1 2022 launch from Camden.

The updates below are representative of the most significant business development highlights since our last report.

As always, I am available for individual discussion, Q&A, or suggestions at your convenience. Please ping me at [grega@fvigroup.org](mailto:grega@fvigroup.org) or call me at 815-236-2893.

#### **Commitments and Progress:**

- Letters of Intent submitted by two Organizations who are interested in developing, building, offering build-to-suit construction, and providing financial investment in the 300+ acres surrounding the Spaceport. As requested by the County, the parties have agreed to extend the LOI terms until November 15, 2021
- There are two additional Investment groups considering investment in the Spaceport development opportunity.
- A Global Investment/Capital Markets firm is finalizing an NDA to perform due diligence to potentially fund the whole Spaceport project.
- Negotiations underway with two Launch Companies for multi-launch, multi- year commitments
- In negotiations with two Launch Companies for the construction of two 50,000+ sq ft buildings to complement their launch initiatives



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- In serious discussions with a global telco, global fixed line company, and global integrator to provide ubiquitous 5G, cellular, internet, wi-fi, video, etc. services -with complete redundancy- to the Spaceport. **This group is also discussing the inclusion of a comprehensive 5G backbone for all of Camden County**, which will spur interest from technology and communication-centric companies.
- Multiple international launch companies expressing interest in Camden. Due to COVID travel restrictions, site visits being scheduled for Feb 2022.
- NDA in place with lunar lander company interested in building a manufacturing and testing facility in Camden
- US-based satellite company interested in a large 100,000 sq ft+ facility in Camden
- Participated in Federal Grant RFP response and collected three Letters of Support from interested Spaceport tenants
- In discussions with two international, country-led spaceports for collaboration and complementary Space-related activities
- In discussion with International Govt officials regarding launch services in Camden as complement or alternative to Spaceport launches in their country
- Commitment from National Space Organization to sponsor site visit with its membership to Camden in early Spring 2022. The membership includes every Defense Contractor, launch company, satellite manufacturer, and ancillary space related companies-and consulting firms
- Continued outreach: prospecting, in-person meetings, email blasts, and web-based presentations to prospects
- Met with CEO's of eight International Companies regarding "Space-related" services in Camden
- In early stage conversations with very high net worth individual who may be interested in Spaceport investment.
- In Conversations with very senior DOD Agency Leader regarding resiliency and redundancy uses of Spaceport Camden.
- Early stage conversations with Federal Agencies promoting Spaceport Camden



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- **Conversations with National Foundation for transitioning Veterans and developing STEM Programs**
- **Much, much, more.....**

## FVI Group/ Spaceport Camden Commissioner Update

October 1, 2021

It is a pleasure to provide this update sharing material updates and progress regarding the development of Spaceport Camden.

The licensing delay continues to cost the County material revenue and opportunities, exemplified by a launch company asking for a Q4 2021 and Q1 2021 launch from Camden.

The updates below are representative of the most significant business development highlights since our last report.

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- There are two additional Investment groups considering the Spaceport opportunity.
- A Global Investment/Capital Markets firm is finalizing an NDA to perform due diligence to potentially fund the whole Spaceport project.
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- Participated in Federal Grant RFP response and collected three Letters of Support from interested Spaceport tenants
- In discussions with two international spaceports for collaboration and complementary activities
- In discussion with International Govt officials regarding launch services in Camden
- Commitment from National Space Organization to sponsor multi-space company site visit to Camden in early Spring 2022
- Continued outreach prospecting, in-person meetings, and web-based presentations to prospects
- Met with CEO's of eight International Companies regarding "Space-related" services in Camden
- In early stage conversations with very high net worth individua who may be interested in Spaceport investment.
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- Conversations with National Foundation for transitioning Veterans and developing STEM Programs
- Much, much, more.....



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January 31, 2022

Camden County Commissioners  
200 East 4<sup>th</sup> Street  
PO Box 99  
Woodbine, GA 31569  
FVI GROUP, Spaceport Camden January 2022 Update

Dear Commissioners,

Happy 2022!!!

As usual, please find the below bullet points which highlight FVI's significant updates and upcoming activities associated with Spaceport Camden Business Development.

- Participated in DoD/AFRL/Navy 2023 Launch Opportunity Meetings
- Met with the new CO of KingsBay Naval Base to discuss both DoD launch opportunity and potential Spaceport/KingsBay collaboration
- Continued meetings with Global Capital Markets company regarding potential investment in the Camden project. This investment could finance the entire Spaceport build-out. Executive team is scheduled to meet again in Camden in early February.
- Continued communications with two Developers who have submitted LOI's to Camden.
- Continued dialogue with a successful and publicly traded Launch Company regarding Spaceport Launches. They are visiting Camden in early February.
- Actively negotiating MOU with a multi-facets Space Company to launch from Camden, construct large facility in Camden, and partner with Camden
- Actively reviewing MOU from a Space Company interested in managing the Operations of Spaceport Camden at no cost to the County.
- Multiple conversations with THREE United States start-up launch companies who will begin launches in late 2022.
- Multiple conversations with three Internationally based launch companies regarding Camden launches.

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- In dialogue with State Dept regarding necessary security and regulatory provisions for foreign company launch presence and engagement(s).
- Multiple meetings with DIU regarding collaboration efforts and office space in Camden.
- Continued meetings with a global, publicly traded Connectivity Company regarding fiber, 5G, internet, etc. capabilities for Spaceport Camden and potentially the County. Second meeting in Camden is being confirmed for late February.
- Agreement with a global Space and Venture Company for inclusion of Spaceport Camden in its Marketspace, STEM program, and potential Incubator program.
- Commitment from a global Space Association for Speaking engagement for Camden at late Summer Conference.
- Commitment from a Global Space Agency to sponsor a site visit with its 80+ members in late summer 2022.
- Reviewing potential Advertising in periodical read by more than one million Aerospace subscribers.
- Creating a presentation for use in speaking engagements, briefings, etc.
- Continued proactive outreach to potential prospects

As always, feel free to contact me at 815-236-2893; [grega@fvigroup.org](mailto:grega@fvigroup.org) if there are questions, suggestions, potential opportunities, or would like to discuss in greater detail.

Thanks.

Greg Ammirati  
President  
(815) 236-2893  
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3 March 2022

**Good Evening, Camden County Board of Commissioners:**

I am pleased to provide this brief highlight of two exciting opportunities the Camden Business Development team is engaged in.

Business Development activities, and Spaceport Camden interest levels, continue to be strong.

The team has two site visits confirmed this month and a third awaiting confirmation.

Additionally, the County Administrator suggested that I share two unique Business Development activities that are underway.

**The first** activity involves the establishment of a formal **Incubator Program** that would be resident in Camden County-ideally at the Spaceport.

A high net-worth Georgia resident has pledged a significant amount of seed funding, is an experienced Incubator Business Leader, and has also received Corporate Financial pledges from his personal network totaling seven figures.

We are confident that the Camden team has secured temporary physical space to launch the program, and this individual has expressed a strong desire for the permanent home of the Incubator site be at the Spaceport- to leverage its many future assets.

The Camden team has been engaged with this individual for quite some time and have collectively been building the Project Plan to formally announce and launch this **Entrepreneurial-focused Incubator program!**

**The second**, very exciting update involves a unique, first-ever, program and proposal submitted to senior members of **Space Force and Air Force Research Lab**.

This first-ever initiative is an exclusive, highly selective, very rigorous, two-year program for 20 start-up Space-related Companies.

The program incorporates successful business and technology mentorship that will enable these start-ups to build their companies toward successful commercialization; design operationally successful products aligned with the DoD's requirements; and enable Space Force to get the most critical innovative technology in its hands in 24-28 months.

Both AFRL and Space Force will be active members of the Program and participate in the formal monthly and quarterly status meetings.

This is not a one-time program. Next year there will be 40 companies in the program- 20 companies in year 2 and 20 new companies entering the process.

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We have commitment that if interested, Spaceport Camden will be included as a program participant, host site, and potential test facility.

As always, feel free to reach me at [grega@fvigroup.org](mailto:grega@fvigroup.org); 815-236-2893; if there are questions or would like to chat.

Best,

Greg

Gregory Ammirati

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