



CITY OF ST. MARYS, GEORGIA
August 1, 2011

CITY COUNCIL MEETING

6:00 p.m.

AGENDA

I. CALL TO ORDER

II. INVOCATION: *Councilmember Howell*

III. PLEDGE OF ALLEGIANCE

IV. ROLL CALL

QUORUM: YES X NO

V. APPROVAL OF MINUTES: *July 18, 2011 Public Hearings and Regular City Council Meeting Minutes*

VI. PRESENTATION:

OAK GROVE CEMETERY STUDY COMMITTEE: *Chairman Kay Westberry and Planning Director Roger Weaver*

DOWNTOWN DEVELOPMENT AUTHORITY ANNUAL REPORT: *Vice-chair Walt Natzic*

SECOND ANNOUNCEMENT:

1. Oak Grove Cemetery Study Committee Vacancy

VII. SET CONSENT AGENDA:

VIII. APPROVAL OF THE AGENDA:

IX. GRANTING AUDIENCE TO THE PUBLIC:

X. OLD BUSINESS:

- A. WATERFRONT PARK STREET VENDORS:.....**TAB "A"**
Consideration to allow for-profit street vendor to be located at the Gilman Waterfront Park in the ROW of St. Marys Street**

XI. NEW BUSINESS:

- A. **AUTOMATIC AID AGREEMENT WITH CAMDEN COUNTY FIRE RESCUE AND ST. MARYS FIRE DEPARTMENT:.....TAB “B”**
To enter into an Automatic Aid Agreement with Camden County, Georgia to house the Life Squad in lieu of monetary return for dispatched structure fires within the City limits and dispatch of St. Marys’ fire apparatus to properties within five roadway miles to unincorporated areas

- B. **MEMORANDUM OF UNDERSTANDING WITH KINGSLAND AND ST. MARYS FOR WATER AND SEWER SERVICES:.....TAB “C”**
To enter into a MOU with Kingsland, Georgia to provide water and sewer services to properties located within the City of Kingsland bordering Winding Road, which is within the city limits of St. Marys

- C. **PUBLIC WORKS MUTUAL AID AGREEMENT WITH CAMDEN COUNTY:..TAB “D”**
To enter into a Mutual Aid Agreement with Camden County, Georgia for Public Works Department assistance in times of an emergency

- D. **PUBLIC WORKS MUTUAL AID AGREEMENT WITH KINGSLAND:.....TAB “E”**
To enter into a Mutual Aid Agreement with the City of Kingsland, Georgia for Public Works Department assistance in times of an emergency

XII. REPORT OF AUTHORITIES, BOARDS, COMMISSIONS & COMMITTEES:

- A. **CITY CALENDAR:** *City Clerk*

XIII. REPORT OF MAYOR:

XIV. REPORT OF CITY MANAGER:

XV. GRANTING AUDIENCE TO THE PUBLIC:

MAYOR AND COUNCIL COMMENTS

XVI. EXECUTIVE SESSION:

XVII. ADJOURNMENT:

CITY OF ST. MARYS, GEORGIA
CITY COUNCIL MEETING
August 1, 2011
6:00 p.m.

MINUTES

The Mayor and City Council for the City of St. Marys, Georgia met for its regular City Council session on Monday, August 1, 2011 in the Council Chamber at City Hall.

PRESENT WERE:

Mayor William DeLoughy
Councilmember Greg Bird
Councilmember Deborah Hase
Councilmember John Morrissey
Councilmember Keith Post
Councilmember Sidney Howell
Councilmember Chuck Trader

CITY OFFICIALS PRESENT:

Steven S. Crowell, Jr., City Manager
Gary Moore, City Attorney
Roger Weaver, Planning Director
Tim Hatch, Police Chief
Bobby Marr, Public Works Director
Robby Horton, Fire Chief
Jennifer Brown, Finance Director
Donna Folsom, HR Director
Artie Jones, III, Economic Dev. Director
Marsha Hershberger, Asst. Finance Director
Gene Rudy, IT Director
Jeff Juliano, Sergeant-At-Arms

CALL TO ORDER:

Mayor DeLoughy called the City Council Meeting to order at 6:00 p.m. Councilmember Howell gave the invocation. Mayor DeLoughy led the audience in the pledge of allegiance. Council roll call indicated a quorum of council members present for the meeting.

APPROVAL OF MINUTES: *July 18, 2011 Regular City Council Meeting Minutes*

Councilmember Bird moved to approve the July 18, 2011 regular City Council meeting minutes. Councilmember Howell seconded the motion. Voting was recorded as follows:

FOR
Councilmember Bird
Councilmember Howell
Councilmember Morrissey
Councilmember Post
Councilmember Trader

ABSTAINED
Councilmember Hase

PRESENTATION:

Mayor DeLoughy recognized David Peterson for his dedication and service to the City of St. Marys and its citizens. Mr. Peterson was presented with a retirement plaque to show the City's appreciation.

OAK GROVE CEMETERY STUDY COMMITTEE: *Chairman Kay Westberry*

Miss Westberry presented the Committee's recommendation on a self-sustained cemetery to include an amendment to the ordinance; a resolution; a certificate of insurance for funeral directors; cost comparisons; a proposed plot free schedule and funding options. A copy of the recommendation is attached as part of the official minutes; and the 2010 Annual Report from Communities of Coastal Georgia Foundation is available for review in the City Clerk's Office.

Council discussed the foundation's incorporation and certification;
Councilmember Bird made a motion to add this to the next council meeting agenda.
Councilmember Morrissey seconded the motion. Council discussed the attorney drafting a resolution; to add the fee schedule, rates and more information about the foundation.

Councilmember Bird amended the motion to add it to the second council meeting out.
Councilmember Morrissey seconded the amended motion. Council discussed the meeting and the committee was recognized for their work on the project. Voting was unanimous in favor of the motion.

DOWNTOWN DEVELOPMENT AUTHORITY ANNUAL REPORT: *Vice-chair Walt Natzic*

Mr. Natzic reported on the Authority's accomplishments and goals of the organization; the St. Marys Intracoastal Gateway Project; promotions; designs; economic development; business tracking and staff training. A copy of the report is attached as part of the official minutes.

SECOND ANNOUNCEMENT:

1. Oak Grove Cemetery Study Committee Vacancy

Mayor DeLoughy announced the vacancy on the Oak Grove Cemetery Study Committee.

SET CONSENT AGENDA (*):

Councilmember Bird moved to add New Business A, C and D to the consent agenda.
Councilmember Morrissey seconded the motion. Voting was unanimous in favor of the motion.

APPROVAL OF THE AGENDA:

Councilmember Bird moved to approve the agenda as presented. Councilmember Post seconded the motion. Voting was unanimous in favor of the motion.

GRANTING AUDIENCE TO THE PUBLIC:

Jeremy Spencer, 165 Kristin's Place: Developer for the boathouse property

OLD BUSINESS:

A. WATERFRONT PARK STREET VENDORS:

Consideration to allow a for-profit street vendor to be located at the Gilman Waterfront Park in the ROW of St. Marys Street

Staff recommended denial of the request for use of public property for a commercial endeavor in the C-1 zone as well as not create any amendment to the ordinances to permit this use.

Councilmember Bird moved to approve for a trial period for up to a year to have street vendors on public property. Councilmember Hase seconded the motion for discussion. Council discussed competition with restaurants; tax collection; types of services or meals provided.

Councilmember Trader made a motion to deny the request; and remain consistent with what we have to allow for vendors for special events. Motion died for lack of seconded. Council discussed revising the Saturday special events; limit the number of vendors; opposition of brick and mortar business; control and the locations.

Following discussion, Councilmember Hase amended the motion that staff come back with recommendations from the discussion on how to amend the ordinance, to limit the number, and limit an area where they could go. Council discussed limiting the number of vendors, designated areas to put on the next agenda. Councilmember Bird seconded the motion. Voting was unanimous in favor of the motion.

NEW BUSINESS:

A. AUTOMATIC AID AGREEMENT WITH CAMDEN COUNTY FIRE RESCUE AND ST. MARYS FIRE DEPARTMENT (*):

To enter into an Automatic Aid Agreement with Camden County, Georgia to house the Life Squad in lieu of monetary return for dispatched structure fires within the City limits and dispatch of St. Marys' fire apparatus to properties within five roadway miles to unincorporated areas

Councilmember Bird moved to approve the Automatic Aid Agreement with Camden County Fire Rescue and St. Marys Fire Department. Councilmember Morrissey seconded the motion. Voting was unanimous in favor of the motion.

B. MEMORANDUM OF UNDERSTANDING BETWEEN KINGSLAND AND ST. MARYS FOR WATER AND SEWER SERVICES:

To enter into a MOU with Kingsland, Georgia to provide water and sewer services to properties located within the City of Kingsland bordering Winding Road, which is within the city limits of St. Marys

Councilmember Bird moved to approve the document as presented. Councilmember Post seconded the motion. Council discussed providing the final draft to the attorney for

approval, importance of working in conjunction with Kingsland and Camden County, expansion of services into the unincorporated areas and cities, and the City Manager conveying Council appreciation for their cooperation with the project. Following discussion, voting was unanimous in favor of the motion.

C. PUBLIC WORKS MUTUAL AID AGREEMENT WITH CAMDEN COUNTY (*):

To enter into a Mutual Aid Agreement with Camden County, Georgia for Public Works Department assistance in times of an emergency

Councilmember Bird moved to approve the Public Works Mutual Aid Agreement with Camden County. Councilmember Morrissey seconded the motion. Voting was unanimous in favor of the motion.

D. PUBLIC WORKS MUTUAL AID AGREEMENT WITH KINGSLAND (*):

To enter into a Mutual Aid Agreement with the City of Kingsland, Georgia for Public Works Department assistance in times of an emergency

Councilmember Bird moved to approve the Public Works Mutual Aid Agreement with Kingsland. Councilmember Morrissey seconded the motion. Voting was unanimous in favor of the motion.

REPORT OF AUTHORITIES, BOARDS, COMMISSIONS & COMMITTEES:

A. CITY CALENDAR: *City Clerk*

The City Clerk read the calendar of meetings, events and activities for the first two weeks in August.

Councilmember Post made a motion to move the Sept 5th council meeting to August 29th. Councilmember Hase seconded the motion. Council discussed who would not be available on the 29th. Following discussion, Councilmember Post amended the motion to add the moved meeting discussion to the 15th agenda. Councilmember Hase seconded the motion. Voting was unanimous in favor of the motion.

REPORT OF MAYOR:

- Met with homeowners at Douglas Drive and Cumberland Oaks regarding drugs, alcohol, crime and unemployment concerns
- Meeting with the City Manager, Representative Spencer and Senator Ligon
- Continue to meet regarding Special Purpose Local Sales Tax (SPLOST) VII and will provide updates when information becomes available
- St. Marys Mardi Gras received a rating as one of the Top 20 Festivals in the southeast, which will provide a tremendous amount of free advertising. The Downtown Merchants Association was commended for this great event.
- Howard Gilman Memorial Park 10th Anniversary and Dedication is scheduled for Saturday, August 6th at 10:00 a.m.; and the 2nd City vs. City Softball Game with Kingsland at 7:00 p.m. at Camden County High School Baseball Field

REPORT OF CITY MANAGER:

- An agreement was negotiated with the Public Service Authority (PSA) to manage the St. Marys Aquatic Center for \$1,000 a week through September, which was substantially less than the City, paid the former director. Staff will research long-term options and present them to council in September or October.
- Direction was requested on the alcohol excise tax by the drink for an estimated total of \$27,000 in revenues that was approved in the Fiscal Year 2012 Budget. There are inconsistencies because at one time it was voted down and now there is not ordinance in place for the collection of revenues. If revenues will be collected, an ordinance for excise tax for liquor by the drink is needed on an upcoming agenda and direction for staff to do it. Otherwise, issues will need to be worked out in relation to the budget.

Councilmember Bird moved to remove the revenue from the budget, and keep the current ordinance. Councilmember Howell seconded the motion.

Council discussed the revenue projection of \$27,000; budget discussions for revenues to save a job; increases in effect at the time of the budget approval and further discussion of the impact on the budget. Following much discussion, Councilmember Bird withdrew the motion. Councilmember Howell seconded the withdrawn motion. Council instructed the City Manager to place the item on the August 15th agenda, and notify alcohol license holders and the chamber of commerce, and requested potential sources of additional income from staff.

GRANTING AUDIENCE TO THE PUBLIC:

Gull Weaver, 105 Royal Court: Vendors cutting into business revenues, collection of taxes, direct competition with other shops and the Aquatic Center

Elaine Powierski, 571 Cardinal Circle East: Health Department monitoring vendors

Jo Beth Bird, 107 Salt Grass Trace: Police presence at the Ethics meeting

Doug Cooper, 814 Riverview Drive East: Disruptive councilmembers at meetings, and he called the police because of his personal information being posted on a blog

Jeremy Spencer, 165 Kristins Place: Thanked City Council for revisiting the vendors ordinance and supports the vendors because of low costs for families

Bob Nutter, 521 Moeckel Place: Thanked the City Manager and Public Works Director for having the curbs trimmed on Highway 40

MAYOR AND COUNCIL COMMENTS

Councilmember Morrissey commented on the concerns about the developers who responded to the Requests for Proposals (RFP). The RFP's are being reviewed on August 25th. Information

could be given to Mr. Crowell with comments. Due diligence on finances, and whether or not the business is viable will be performed before making recommendations.

Councilmember Howell requested that the City Manager draft a letter to Gilman property owners to clean up around the pond and the gate.

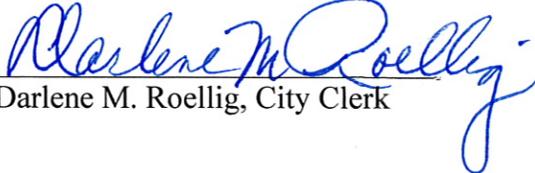
EXECUTIVE SESSION:

There was no "Executive Session" at this time.

ADJOURNMENT:

Councilmember Bird moved for adjournment. Councilmember Post seconded the motion. Mayor DeLoughy declared the meeting adjourned at 7:38 p.m.

Respectfully submitted,


Darlene M. Roellig, City Clerk

Ben Franklin had a unique way of sizing up the people he had to deal with in his various jobs as ambassador for this county. On entering a town, he would make it a point to visit the local burial ground. As he said, "Show me a community's burial ground, and I can show you everything you need to know about that community." I think this community can be proud of the way Oak Grove has been maintained and we need to make sure that it always will be.

We are very fortunate to have a place like Oak Grove Cemetery as a part of our town. Short of Savannah, birthplace of Georgia, the church cemetery at Midway and Oak Grove are probably the oldest marked cemeteries in the state. These cemeteries intrigue and invite researchers, historians, genealogists, families and tourists to visit the area. They also serve as parks, as places of quiet reflection, and even more important to visitors, they serve as open air museums of history. Oak Grove is such a museum, but this is a museum which does not require ticket sales, volunteer scheduling, brochures or anything else which taxes the city's tourism budget.

Our goal was to make it a self-sustaining city asset. The committee you appointed has given this a lot of thought, visited the site and talked with all of the city employees who work for the cemetery.

I think most of them are here tonight. Please stand. Al Chapman , Caroline Frasca, Mary T. Smith, Chris Thurner, Tim Ward. We also had the best advisors from the city, Darlene Roellig, city clerk; Roger Weaver, city planner; and Jerry Sizemore, cemetery supervisor.

Also here tonight are Mrs. Eloise Bailey Thompson, Mrs. Lee Owen and Mr. Jeff Barker.

We started out with the idea that we would make revisions to the present cemetery ordinance in red so that you could see the changes we proposed, but as the document appeared to be bleeding, we decided to revise the whole ordinance.

I would like to highlight the changes for you.

First, the common sense regulations, for the most part, remain the same. We did try to address problems that have come up since the original ordinance, tree carving, large assemblies inside the walls, pressure washing gravestones, etc. We left open the possibility of a future scattering field for ashes and a columbarium and added a glossary to define these terms.

Secondly, we addressed the way funeral directors work with the city. Presently they bring a check for \$350 to the city clerk to hold as security in case there is damage during a burial. Then they have to come back and pick it up later. In the meantime, the city clerk has to keep it. We think that probably \$350 wouldn't come close to covering repairs in the old section. To address that, we propose that funeral directors purchase liability insurance and keep on file with the city a certificate of its in-force existence.

Thirdly, we learned just how difficult it is to determine what it costs to operate the cemetery because the job is split between three city departments and workers overlap the cemetery job with their other city jobs. This process involves the city clerk, the planner's department and public works. An example is trying to determine how much time a building inspector in the planner's office spends running back and forth to the cemetery to oversee funerals or help folks select grave sites, and how much time is spent on phone calls and office supplies relating to the cemetery.

We propose that the cemetery fall under one department, specifically the planner's office which oversees its operations now. We understand that some of this reorganization has already taken place, and we felt that the ordinance should reflect the changes.

And last, and we feel very important is the funding for the cemetery's care now and in the future in order to make it self-sustaining.

We felt that any fund or funding we came up with should meet four requirements.

1. It should be irrevocable.
2. Any income received from it should be designated exclusively for the care of Oak Grove Cemetery.
3. Only the income from the fund and not the principal should ever be used for this care.
4. It should eventually earn enough income to cover the cemetery's operations.
5. The city should continue to receive the income it now receives from plot sales to keep the cemetery up until all plots are sold.

Obviously this would require an increase in the cost of a cemetery plot. Committee members have heard the complaints regarding the subject of a cost increase. While we are sympathetic, we have done the research on plot costs elsewhere in nearby communities with similar amazingly historical and/or well

cared for cemeteries. You can see some of the sale prices in these cemeteries in the documents I passed out to you. Even if we doubled the price of our lots, they would still be well below that of these other areas.

Speaking for myself alone, if I hand Mrs. Roellig a check for a lot in Oak Grove right now, then turn around and wave it at the tax payers here tonight and notify them that they will now be required to pay for the upkeep of my gravesite for eternity, how self-serving am I? Should they have to work and pay taxes to keep up my plot especially if they never plan to be buried here?

\$800 per lot would accomplish the purposes of funding the cemetery's future care. We propose that the city pass a resolution to place any cemetery income over the present price into a fund to be used to maintain and operate the cemetery after all lots are sold.

There appears to be around 1550 lots left to be sold. This number times \$800 would give us \$1,240,000 to invest, and the annual income at today's rates from the plan we propose tonight would bring in about \$50,000 annually. In the future, we would hope that this would cover a full-time cemetery employee, equipment, and fuel with money left for repairs and tree care. We also have people who want to donate to the cemetery when they visit. The fund should be able to accept these donations.

We studied four possible funding options:

1. A private foundation for example like "Friends of Oak Grove Cemetery," but we discounted that option feeling that it was inappropriate or maybe even illegal to suggest that the city give away funds into the control of a private entity and not be able to make sure the income from them was directed solely to cemetery care. Such a foundation would have trouble raising enough funds to cover operations, and the city would have no control over the way it is spent.
2. Secondly, we looked at a city-owned trust fund as I originally suggested, but then realized it could never be irrevocable. We have learned that you cannot require that city funds be irrevocably placed in any budget area. They are subject to being transferred into the general fund for any purpose that a future council decides to use them. There is the paperwork required, employee time, and the decisions as to who is going to decide where the funds should be invested which

might require a board of trustees or a committee. People with the appropriate level of financial and legal expertise are very busy and don't usually volunteer for such committee jobs. Donations and monies going into the fund would have to be acknowledged. Legal services as well as financial services would be required to set up such a fund. It still would never meet the vital requirement that it be irrevocable. While this council would probably never touch the funds, a future council could think it necessary. It happens quite often from the newspaper articles I have read. This is called "robbing the dead." After all, they are the ones who paid in the money believing their gravesites would be maintained with it.

3. Third, we considered a cemetery authority which could be set up but would also involve all of the just listed hassles of a city-owned trust. It would be irrevocable, but from what we have seen, conditions might arise between city government and city authorities that are less than desirable leading only to strife which could make the cemetery appear as a nuisance to the city and ultimately damage its potential as a draw for the city. We would prefer that the city planner would not have to go through a city authority every time there is a need to handle a problem especially if there is an immediate need.

If at all possible, we think that this process of funding the cemetery should be free of loyalties, emotions, politics and partiality.

While considering these options, I made calls and contacts with just about every city cemetery manager, authority chairman, fundraiser or other expert I could find in the State of Georgia. They included Josh Rogers, executive director of Historic Macon which has four cemeteries funded by foundations funded through a community foundation called the Community Foundation of Central Georgia. Perhaps you have seen the beautiful Rose Hill Cemetery on the hillside as you enter Macon. Brent Runyan of Thomasville Landmark with such endeavors funded by the South Georgia Community Foundation.

David Moore of Historic Oakland in Atlanta, a top professional in the area of trust funds and fundraising for cemeteries. Other experts were Nancy Tinker of the National Trust for Historic Preservation, Charleston office, and the Directors of several historic church cemeteries such as the Duluth First United Methodist Church funded by the Community Foundation of Northeast Georgia.

Invariably after listening to our dilemma, the first question of out of their mouths was, "Do you have a community foundation?" My pathetic answer was, "I don't know."

At that point, they took my phone number and my email address and I received a barrage of letters and every single one said, "Yes you do." followed by the name of Lee Owen at the Communities of Coastal Georgia Foundation." This Foundation is located in Glynn County, but serves a tri-county area of Camden, Glynn and McIntosh Counties.

Possibly, you already know of this foundation. It is basically a pool of charitable foundations.

The beauty of this plan is that it requires no 501(c)(3) corporation setup as the foundation is already set up, but only an agreement between the city and the foundation as to the collection, investment and use of the money as set forth in a written form. Contributions to the fund are tax deductible for the lot purchasers and other donors. The foundation acknowledges the donation for tax purposes and the city avoids the paperwork. There is no need for the city to set up a managing committee or separate board of trustees.

Another plus is that when a special need arises, the foundation's website makes it known to its pool of donors. This would be invaluable in an emergency such as major damage to the cemetery.

As it is a pool of investments, the funds can be invested in more lucrative areas and in a more diversified portfolio. They are not ever invested in risky ventures like hedge funds. No separate board of trustees is required. At present there are about 28 funds within the pool which was created in 2005, most of them being non-endowed donor advised funds which allow people to conduct their charitable giving as they would if they had their own private funds but with greater tax benefits and fewer federal requirements.

The difference between this and a private foundation is that the city retains control in where the income is spent as long as it is for the cemetery's care.

The board of directors of the foundation are well known and respected legal and financial and non-profit experts with a proven track record. The subcommittee which oversees the investment management is made up of people with extensive backgrounds in investing and finance. Rees Sumerford, chairman of the board, is a part of the Gilbert law firm and specializes in estate trusts, trust and tax law, and corporate law.

You all probably know board member Jeff Barker, President and CEO of the St. Marys United Methodist Trust Foundation.

Mrs. Eloise Bailey Thompson is here as one of the early founders and fund holders of the community foundation. Mrs. Bailey Thompson, Mrs. Lee Owen, and Mr. Barker are here tonight to represent their Foundation and answer any questions you might have.

There are more than 800 community foundations in the U.S. and none have ever gone belly up. They are the fastest growing sector of American philanthropy. They still pay out annually regardless of whether or not the economy is in distress. In 2010, the fund actually made 12.9 % interest. A minimum investment to start is \$25,000 which they might also be able to help us raise in order to get set up. This fund would be called a designated endowment, not a trust and not a perpetual care fund.

Annually, the tri-county Foundation's impartial board members meet and vote on the percentage of fund income to be distributed to the holders of the funds in its pool. The most recent year's distribution was 5% of which the Foundation keeps 1% as a handling contribution fee on the first \$500,000 and .75% on the next million.

This foundation has made community impact fund grants to area non-profits such those recently made to the St. Marys Sub Museum and Coastal Counseling in Camden County, the Bryan Lang Library and Camden House.

We feel that we have settled upon as near a perfect solution to the care of the cemetery, and it's a plan that not only helps us all make sure that in the future Oak Grove will make us proud, but it is a benefit to the Communities of Coastal Georgia Foundation and to non-profits in Camden County as well.

Tonight, we would like to recommend to you this plan and ask you to vote to adopt this new ordinance, the new rate schedule for lot prices in Oak Grove Cemetery, and to pass a resolution to begin placing half of the lot sales price into a fund with The Communities of Coastal Georgia Foundation.

We appreciate this opportunity to serve our community and more particularly the cemetery's future needs. If you have any questions, we have the experts here tonight to address them. THANK YOU.

JACKSONVILLE

E-8 WEDNESDAY, JULY 13, 2011

health

Mortuary chief: Discuss options

Dialogue and planning in families are encouraged for funerals, memorials

By Jane Glenn Haas
The Orange County (Calif.) Register

Now we are talking money. I mean, what do people spend on the average funeral or memorial service today — plus preparation of the body?

Well, the average wedding, they tell me, costs \$32,000. The national average spent on a death is about \$6,500. Add about \$2,000 if you want a cemetery plot.

There are three areas of expense: the mortuary staff involvement, the memorial product and the casket or vault or whatever. It's a matter of definition.

A cremation is about a \$3,500 to \$4,500 expense.

THE TIMES-UNION

Cemeteries / Monuments

Evergreen Cemetery - 3 lots sec. 9 \$2500 per lot 912-387-5081

\$ 2500

JAX MEMORY GARDENS 2 lots, 70a 3&4 \$3800 for both 904-388-3233

OAKLAWN CEMETERY 3 lots, prestigious location near cemetery office at the hill. Sec. E area #'s 450-460, purchased over 70 years ago. RARE! Asking \$4980 ea. OBO, can sell separately 904-742-4543

\$ 4980

Riverside Memorial Park 2 lots in historic sec. value \$6500 asking \$5000. 904-737-9351

\$ 2500

Cemeteries / Monuments

Evergreen Cemetery - 3 lots prime location, all for \$7000 (value \$4000 each). 384-2373

\$ 2333

Evergreen Cemetery - 3 lots sec. 9 \$2500 per lot 912-387-5081

\$ 1900

JAX MEMORY GARDENS 2 lots, 70a 3&4 \$3800 for both 904-388-3233

OAKLAWN CEMETERY 3 lots, prestigious location near cemetery office at the hill. Sec. E area #'s 450-460, purchased over 70 years ago. RARE! Asking \$4980 ea. OBO, can sell separately 904-742-4543

Oaklawn Cemetery 2 Adjoining burial plots in premier location—section H. \$9250 for pair. 904-962-3705

\$ 4625

Cemeteries / Monuments

Evergreen 2 side-by-side plots \$6000 for both 904-757-2216

\$ 3000

\$ 2000

Comparisons of Burial Lot Purchases in Florida and Georgia

\$2500	Lithonia, Ga.
\$1600	Forest Park, Ga.
\$2500	Lake Worth, Fla.
\$995 to \$1995	Stockbridge, Ga.
\$2000 to \$2900	Tucker, Ga.
\$3500	Sandy Springs, Ga.
\$3500	Atlanta, Ga.
Up to \$4000	Casselberry, Fla.
\$1500 to \$1975	Jacksonville, Fla.
\$2500	Evergreen Cemetery, Jacksonville, Fla.

Considering that Oak Grove Cemetery is on the federal register of historic places and will be required to be maintained regardless of the cost of grave sites, it is a very desirable location for the burial of loved ones. It is not a cemetery left abandoned in the countryside or so isolated that it will be left to vandalism in the future. This makes it a very desirable location. We believe that in comparison to other burial sites in these two states Oak Grove is worthy of having the same or higher monetary values placed on its burial rights.

We are recommending a mid-range price of \$1600 per lot.

JACKSONVILLE

Please sign the OUTSIDE of envelope

Cemeteries/Monuments

12 Graves, Section M, Oaklawn Cemetery \$3,800.00 per grave
904-860-9615

Arlington Memorial Park in Garden of Prayer, Sec. A, Lot 19, Space 4, \$1,850. email: jdurant@fsgbank.com

EVERGREEN CEMETERY Lot 57 #6 and 12 section 32 \$2500 each .
Please Call 912-576-5770

08/01/ 2011

EXHIBIT "A"

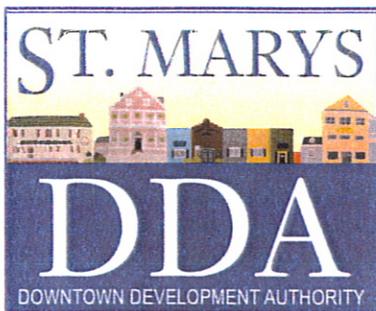
**OAK GROVE CEMETERY
FEE SCHEDULE**

SECTION 30 - FEE SCHEDULE**

INTERRED PLOT FEE (Camden County Resident)	\$1600
INTERRED PLOT FEE (Out of County Resident)	\$1600
CREMATION PLOT FEE (Camden County Resident)	\$550
CREMATION PLOT FEE (Out of County Resident)	\$550
ADMINISTRATION FEE (Deed Creation and Filing with state and county) *	\$50
GRAVE STAKING (Per visit)	\$50
HEADSTONE PLACEMENT (Per visit)	\$50
FAMILY PLOT/GRAVE SEARCH (\$50 first hour, plus hourly rate each hour after)	\$50

***ADMINISTRATION FEES WILL BE ADJUSTED AS RECORDING FEES
INCREASE IN CAMDEN COUNTY AND STATE OF GEORGIA
SUPERIOR COURTS**

****EFFECTIVE DATE OF FEES NOTED IS DATE OF ORDINANCE
ADOPTION**



A MAIN STREET COMMUNITY

DDA Mission Statement

To support current businesses and encourage new business development in St. Marys. Preserve and enhance the natural beauty of St. Marys. Promote St. Marys as a destination of choice.

DDA Board of Directors

Jim Lomis, Chairman
Walt Natzic, Vice Chairman
Charlie Smith, Treasurer
Cheri Richter
John Morrissey
Terry Landreth
Craig Root

Cheri Richter,
Promotions Committee Chair

June Fischer,
*Economic Development
Committee Chair*

Vacant,
Design Committee Chair

Artie Jones, III,
Executive Director

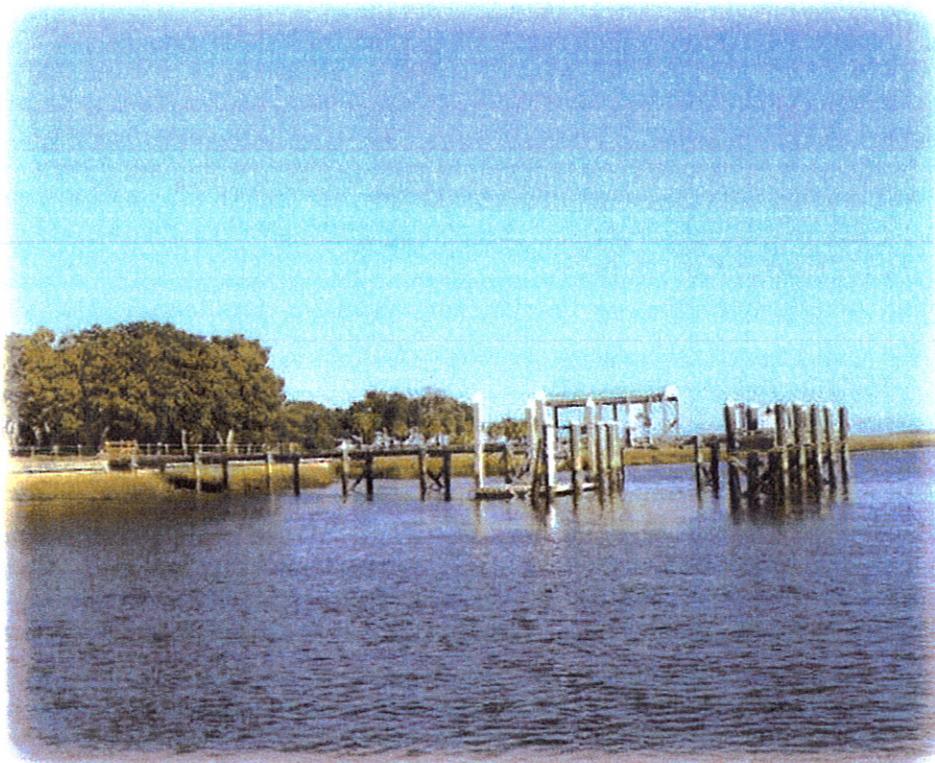
Renée Coakley,
Executive Assistant

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DDA Update

Summer 2011

Supporting & Promoting St. Marys Business!



The St. Marys Intracoastal Gateway Project is a 2.0+/- acre upland waterfront parcel located at the foot of the St. Marys River which has impressive views of the waterway, Cumberland Island, and the Atlantic Ocean. The City of St. Marys in partnership with private developers will identify, pursue, and implement appropriate development of the property which will create a citizen and visitor destination while guaranteeing public access, environmental enhancement, and economic development which is fully compatible with the Historic District of St. Marys. Please visit www.stmarysdda.com or call 912-882-8111 for development opportunities or to check the status of the project.

Supporting & Promoting

Comm

Organization - DDA

Accomplishments

- Recruited and maintained over 105 volunteers
- Visited and maintained contact with 277 businesses
- Main Street yearly assessment Accreditation received
- Preserve America Community Designation
- Hosted 2010 Main Street Institute Conference with \$49,000 spent in the city due to the conference
- Received Downtown Development Revolving Loan Funding (DDRLF) for Riverview Hotel
- Durango Mill Property featured at Big Deal Summit in Atlanta
- Serves on the St. Marys Intracoastal Gateway Committee and created a Memorandum of Understanding between the DDA, City Council and the St. Marys Intracoastal Gateway Committee
- Transportation Enhancement Grant Awarded for the St. Marys Intracoastal Gateway Project
- Coastal Incentive Grant awarded for safety and ADA upgrades to the existing dock at the St. Marys Intracoastal Gateway Project

Goals

- Fund Diane McCoy Loan Pool
- Recruitment of Volunteers
- Establish Business Façade Funding
- Complete yearly Main Street Assessment
- Work with City Council to pursue the creation of city wide economic development authority

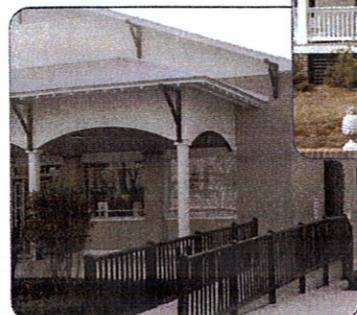
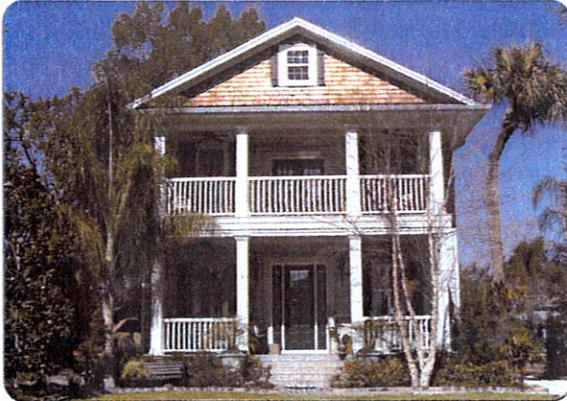
Promotions

Accomplishments

- Maintained St. Marys Scoop weekly e-mail publication, servicing over 2,000 members
- Community Market Relocated to Waterfront Pavilion
- Worked with Georgia Forestry on Trail of Trees presentation at St. Marys Elementary School
- St. Marys Scoop-on Created and currently used by 10-12 businesses
- Worked with Coastal Camden Art League on the Arts and Music Stroll (the city's first use of the Alcohol Ordinance and beverage consumption outdoors)
- Chocolate for Charities event raised over \$3,500 that was donated to various local charities

Goals

- Continue Public Relations and Media Contacts
- Continue Database Maintenance
- Creation of Spring Event
- War of 1812 Event
- Bug Service in the Park for Outdoor Events
- Redesign of St. Marys DDA web site for Search Engine Optimization



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Committees

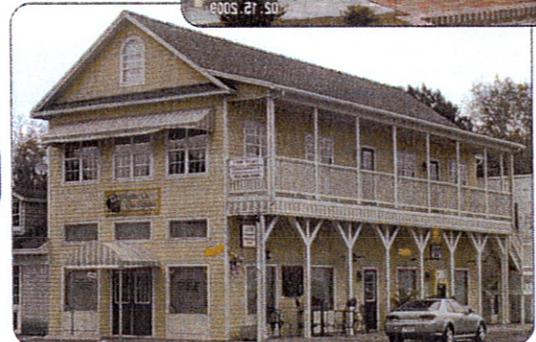
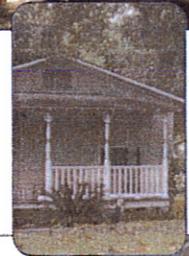
Design

Accomplishments

- Completed Beautification Project on St. Marys Economic Development Building with donations from community supporters
- Identified benches and trash receptacles for downtown
- Identified abandoned signs in DDA boundaries
- Provided Architectural Design Assistance for six downtown businesses
- Completed Design Guidelines for the city with an approval from City Council
- Organized median design for Osborne Street and Conyers Street medians
- Osborne Street and Conyers Street median upgrades completed
- Installed 15 new bike racks around the city
- Planted new oak trees along the fence at Orange Hall, at the St. Marys Library and in two right of ways in downtown St. Marys
- Tree Protection Ordinance passed to include Heritage Trees
- Gilman Guest House Property event "A Celebration of Place and Possibilities"

Goals

- Identify funding for bench and trash receptacles in downtown as part of streetscape & establish a memorial bench policy
- Design boat ramp information board
- Recruit Chairperson
- Applied for and received 5 year Tree City Award and 2 year Growth Award



Economic Development

Accomplishments

- SCORE branch assisted 89 clients utilizing 11 volunteer mentors, budget donated by Savannah chapter
- Partnered with new business Aerospace Missions Corporation for participation in the Farnborough Airshow
- Alcohol Ordinance passed for outdoor events
- Hosted two no cost seminars for small businesses
- Business Recruitment Package created

Goals

- Market Military Zone designation
- Expand SCORE outreach
- Expand Community Market
- Business Recruitment
- Study ordinances as they affect Economic Development

Letter From the Chairman

We will continue to face economic challenges in the coming year as the national economy falters in the wake of the real estate crisis, high unemployment and falling dollar. Locally these challenges are real, but rest assured that we are not alone. Cities all over the state face similar challenges including high unemployment, declining tourism, high foreclosure rates, high taxes and reduced consumer spending. We could focus on what's wrong, but I challenge you to think about what's right. Our city has a lot of positive things to offer including quality of life, natural resources, superior school system and friendly small town hospitality. For these reasons and others we should be able to attract the business and industry needed for a better economic stability. That future rests in the hands of all of our citizens, not just elected officials and city management. I am hopeful that we can all work together and build a better tomorrow for our children and grandchildren.

We are excited that Artie Jones, III (AJ) has joined our team as the Director of Economic Development for St. Marys. He is well qualified and brings a wealth of knowledge and experience that will make a positive difference in our economic future. The DDA Board has challenged him to get on "Offense" so that we are more proactive in recruitment of new business to our area. We are also excited about the Intracoastal Gateway Property and look forward to seeing a

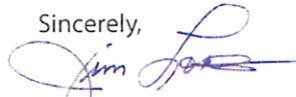
vibrant new business in that location that makes downtown St. Marys a destination of choice.

We recently completed our work plans for 2011. Some of our goals are as follows:

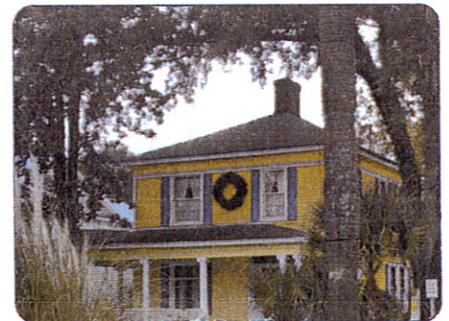
- Make the City of St. Marys a Destination of Choice
- Grow internal and external businesses by proactively marketing to targeted businesses
- DDA will take the lead in creating positive impressions about St. Marys
- Development of historical initiatives and programs that support tourism such as the War of 1812 and walking/bike paths

Just imagine the possibilities when we all work together, channel positive energy and make existing and prospective businesses feel welcome and appreciated. It will take all of us, but together we can build a brighter economic future.

Sincerely,



Jim Lomis
Chairman, St. Marys DDA



Tracking

- Contact with Potential New Businesses: 30
- New Businesses Opened: 29
- Businesses Closed: 19
- Downtown Conference Room Reservations: 275

Trainings Attended By Staff

- SCORE Training - Director
- Committee Chair Quarterly Luncheon - Director & Assistant
- DDA Strategic Planning Session - Director and Assistant
- DDA Goals & Objectives - Director
- City Goals & Objectives - Director
- Southeast Festivals & Events Training - Assistant
- Business Incubator - Director
- DDA Managers Meeting - Assistant
- Building Opportunities on Main Street - Assistant
- Project Management 101 - Director
- GA Chamber Power Luncheon - Director
- DDA Basic Training - Board Member

