

ECONOMIC OPPORTUNITY ADVISORY COUNCIL JANUARY 24, 2018 MEETING MINUTES

Members Present: Bob Cahill, Wanda Clegg, Greg Federline, Greg Feldman, Joe Marotti, Donald O'Brien, Barbara Revels, Jim Ulsamer, Frank Zedar

Members Absent: Greg Feldman

Staff Present: Helga van Eckert, Director
Katrina Austin, Project Manager
Lili Tuggle-Weir, Marketing Specialist
Alyssa Hull, Administrative Assistant

Call to Order: Chairman, O'Brien called the meeting to order at 9:00 A.M.

- 1. Roll Call:** A silent roll call was taken.
- 2. Approval of Meeting Minutes:** December 13, 2017
Adopted

- 3. Partner Presentations**
Tom Hellman, Director of the North Central District, SCORE

Mr. Hellman spoke on behalf of SCORE, provider of services to entrepreneurs and small businesses, presenting the following:

- Services provided
 - Free and confidential Individual mentoring (in person and cyber)
 - Workshops (standard and custom)
 - Online seminars, webinars and planning templates
 - As needed support to Economic Development Departments
- SCORE Chapter 87's 2017 performance in Flagler County
 - 140 face to face sessions with a value of \$56,000
 - 56 workshops held with 1,152 attendees
 - 393 cyber classes
- Partnerships and Activities
 - Joint workshops and mentoring with the Business Assistance Center
 - Classes at Flagler Palm Coast High School
 - Support Entrepreneur Night

Ky and Lisa Ekinci, Co-owners, Office Divvy

Mr. and Mrs. Ekinci spoke on behalf of Office Divvy, celebrating its 10th anniversary, presenting the following:

- The origin of the company
- Biographies
- Programs
 - Business percolator, incubator, accelerator
 - Outsourced operations
 - Modern call desk
 - Provides big data for small businesses

- Intern programs
- Entrepreneur Night
- Workshops and events
- Spectrum of clients
 - Start-ups
 - Businesses needing to scale
 - Businesses experimenting in the local market
 - Businesses reinventing themselves
 - Downsizing businesses
 - Remote workers resisting isolation
 - People seeking to network and find partners

Mrs. Ekinci then shared the company's ten-year anniversary video.

4. Executive Director Report

Ms. van Eckert reported on the following:

- Upcoming events
 - Agricultural Tour of local farms, March 15th
 - The 5th Annual Flagler County Job Fair, February 23rd
 - Coastal Cloud five-year anniversary event, January 25th
 - Corridor Talent Forum in Orlando, March 26th – 28th
- Upcoming Presentations
 - Flagler Business Women, January 15th
 - Flagler Beach Chamber, February 22nd
 - Flagler County Chamber Breakfast, March 22nd
- Department Marketing
 - Expansion Solutions Magazine
 - Florida Trend Magazine
 - Sun and Surf Magazine quarterly submission

Ms. van Eckert also spoke on the following items:

- FTZ designation – Flagler County has applied to become part of the JaxPort FTZ moving from FTZ #198 to FTZ #64. Lisa Diaz, Managing Grantee for FTZ #64 toured Flagler County with Ms. van Eckert and Katrina Austin, Project Manager, on January 23rd.
- Elevate North East Florida – Flagler County Economic Opportunity will work in partnership with JaxUSA to upgrade the current regional strategic plan. Avalanche Consulting is managing the program. The kick off will be on February 22nd.
- Flagler County Department of Economic Opportunity Strategic Plan – the department will hold its bi-annual strategic planning sessions concurrently with the regional strategic planning sessions. The first strategic planning meeting will be April 1st.
- Enterprise Florida Marketing Grant – the department received a marketing grant of \$5,000 to be used for the Site Selector Series.
- Site Selector Series – Bob Cook, Sr. VP of Latin America Region, Site Selection Group will be the next presenter on March 9th.
- Designs for Health Research and Development Grant – the department was instrumental in helping Designs for Health obtain a \$50k grant through The Corridor for efficacy testing on their new products.
- Flagler County Chamber of Commerce Appointment – Ms. van Eckert was appointed as an Ex Officio Board Member.

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5. Council Comments

Ms. Revels spoke regarding the issue of parking in Flagler Beach during at the Flagler Beach Economic Development Coalition meeting.

- A survey will be done of the available parking spaces within the downtown corridor to determine how many spaces exist presently and how many spaces are needed based on the number and types of businesses located in that corridor.
- Flagler Beach will hire a consultant to conduct the study.
- Options discussed included
 - Purchasing land to create parking lots
 - Creating angled parking on side streets from N. Ninth to S. Ninth

6. Public Comments

None

7. **Next Meeting:** February 28, 20018

8. **Adjournment:** The meeting adjourned at 10:02 a.m.