

ECONOMIC OPPORTUNITY ADVISORY COUNCIL

February 28, 2018 MEETING MINUTES

Members Present: Bob Cahill, Greg Federline, Donald O'Brien, Barbara Revels, Jim Ulsamer, Frank Zedar

Members Absent: Joe Marotti

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: January 24, 2018
Adopted

3. Partner Presentations

Heather Shubirg, Vice President of Business Development – Enterprise Florida (EFI)

Ms. Shubirg spoke on behalf of Enterprise Florida presenting the following:

- The organization's mission
- Organizational leadership
- Florida's competitive tax advantages
- How the organization implements business development
- The economic development process
- Florida Statute 288.075 allowing for confidentiality of economic development projects
- EFI's partnership with the Florida Department of Economic Opportunity
- Types of tax incentives
- State Targeted Industries
 - What industries have been targeted
 - The definition of a targeted industry
 - The criteria establishing which industries are to be targeted
- Workforce and Brownfields Incentives
- Year-to-date project results

Jerry Mallot, Executive Director – JAXUSA Partnership

Mr. Mallot spoke on behalf of the JaxUSA Partnership on the following topics:

- Local vs regional unemployment rates
- 5,000 jobs created in the region in 2017 – 3,000 came from Amazon
- Regional projects attracted were down from 2016 to 2017
- Impact of legislature on attracting businesses to Florida
- The current number of projects being worked by JaxUSA (30)
- Twenty-five percent of leads come from the state. The remainder are direct leads.

- The Florida State Workforce and Infrastructure Grant
- Where prospect companies are coming from – one third are foreign
- The regional strategic planning session for Elevate Northeast Florida
- Economic impacts of Hurricane Irma

Ms. Revels shared information with Mr. Mallot regarding the Property Assessed Clean Energy (P.A.C.E.) program providing funding for energy efficiency and renewable energy improvements on private property.

Mr. O'Brien asked Mr. Mallot if Amazon would consider a facility in Flagler County.

Mr. Mallot said currently Amazon is basing the decision of where to locate on density but overtime it may change to create smaller delivery centers.

Ms. Shubirg elaborated on the Florida State Workforce and Infrastructure Grant stating over 300 applications totaling over \$900M have been submitted to the state. Nine projects in Jacksonville were awarded.

4. Executive Director Report

Ms. van Eckert reported on the following:

- Flagler County Job Fair –
 - 53 businesses attended
 - 403 job seekers
 - 22 on-site hires
- Site Selector Series – March 9th
- Ground Breaking – Gioia Sails, March 16th
- Florida High Tech Corridor Talent Forum – March 26th
- \$5,000 EFI Marketing Grant Award
- Elevate Northeast Florida – April 11th
- Staff Presentations to the Community
 - Women's Business Group – February 15th
 - Flagler Beach Rotary – February 22nd
 - Flagler Palm Coast High School Business Students
 - Flagler County Chamber – March 22nd

Mr. Zedar asked for an update on the sale of Sea Ray.

Ms. van Eckert stated she has had conversation with the general manager who stated Brunswick Corp., Sea Ray's parent company, doesn't expect any negative impact from the sale.

Mr. Ulsamer asked Ms. van Eckert to speak about the transfer of the Foreign Trade Zone (FTZ).

Ms. van Eckert stated Volusia County wanted to change the classification of the FTZ make it active. The county chose to integrate the FTZ with the Jaxport FTZ instead of remaining part of the Volusia County FTZ.

5. Council Comments

Mr. O'Brien spoke about Opportunity Zones; federally designated zones chosen by each state's Governor based on census identified low-income tracts. Businesses located within an Opportunity

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February 28, 2018 MEETING MINUTES

Zone reinvesting their capital gains within the zone may be able to defer certain taxes. There is no application process. Designation of Opportunity Zones is up to the discretion of the Governor. Flagler County Department of Economic Opportunity has notified the state that we would strongly like to be considered.

Mr. Cahill commented that during his visit to the Job Fair both businesses and job seekers asked why we didn't host this event more often. His experience, he stated, was very positive.

Mr. O'Brien commented that in this economy with the unemployment rate as low as it is, the job fair is real benefit for the businesses.

6. Public Comments

None

7. Next Meeting: March 28, 20018

8. Adjournment: The meeting adjourned at 10:20 AM.