

# ECONOMIC OPPORTUNITY ADVISORY COUNCIL

## July 25, 2018 MEETING MINUTES

Members Present: Greg Federline, Mike Gill, Donald O'Brien, Joe Marotti, Barbara Revels, Jim Ulsamer, Frank Zedar

Members Absent: Bob Cahill

Staff Present: Helga van Eckert, Executive Director  
Katrina Austin, Project Manager  
Lili Tuggle-Weir, Marketing Specialist

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:** June 22, 2018 - Adopted
3. **Partner Presentations**  
**Robin King, President CareerSource Flagler/Volusia – Workforce**

Ms. King presented workforce statistics and recent organization details as follows:

- Flagler County's ALICE statistics for 2007 – 2015. The United Way's ALICE Project is a nationwide effort to quantify and describe the number of households that are struggling financially. It is an alternative measure to the Federal Poverty Level.
- Local vs state and national statistics to include:
  - Workforce Participation Rate
  - High School Graduation Rate
  - Number of people receiving foodstamps
  - Poverty Level
- Recent activity
  - Sea Ray plant closing and CareerSource Flagler/Volusia's efforts to help displaced employees find new jobs.
  - Apprenticeship grant with Flagler Technical Institute. The \$100,000 grant will invest in an HVAC Training program. In order to encourage businesses to participate and recruit non-traditional HVAC employees, partial wages for interns will be provided.
  - Support for Flagler School's Intern-for-a-day program. The program connects students with businesses to expose them to various job opportunities and programs.
  - Number of job seekers utilizing CareerSource has declined over the last four years.
  - CareerSource has a Talent Mapping tool that can assist business owners in gaining access to available workforce locations.
  - Job postings continue to rise.

Ms. King addressed a question from Mr. Gill regarding why local business participation rates are comparatively low.

The council members requested a local study be done to identify the people are not participating in the workforce.

#### **4. Executive Director Report**

Ms. van Eckert addressed the council as follows:

- ROI Presentation and Report – The report had been presented to the Board of County Commissioners on the previous Monday and addressed the following:
  - Sea Ray Facility Closing – 430 jobs being lost and 200,000+ sq ft of industrial space vacated. In response, the FCDEO has:
    - Created a dedicated space on the FCDEO website and on the FlaglerCan! App for Sea Ray employees to search jobs and find resources to help them in their job searches
    - Reached out to local, state and international connections to find companies that may be a fit for the facility or interested in investment opportunities
    - Reached out to other boat manufacturers and aviation manufacturers
    - Spoken with Brunswick Corp Real Estate Division re a site spec sheet to distribute
  - Targeted Industries – the FCDEO monitors industry trends to determine those that have the highest growth potential when evaluating the industries to target for recruitment
  - 2017 Recruitment Efforts – the FCDEO was presented 61 opportunities that resulted in four wins. Opportunities are recruitment prospects. The FCDEO started tracking cause of the missed opportunities to analyze future needs (i.e. lack of buildings or proximity to a port)
  - The 2017 economic impact summary:
    - Total incentives paid = \$250
    - 2017 Economic Output = \$77.6 M
    - 2017 Annual Wages = \$23.6M
    - 109 new jobs created in 2017
    - \$4.9 M in Capital Investment in 2017
  - Overall economic impact summary:
    - \$214.7M in economic output
    - \$59.8M in wages
    - 437 direct jobs
    - \$22.1 M in capital investment
    - \$670K in grants
  - Additional services provided by the FCDEO

#### **5. Council Comments**

Mr. Gill commented that the FCDEO should focus energy on attracting life sciences companies; he believe that the 9% growth rate in the presentation was a little low due to the Florida Hospital expansion. Ms. van Eckert agreed that the industry is growing and that the number shown was not drilled down to local impact, it is a national trend.

Mr. Ulsamer asked if there has been any impact on the tax base. Ms. van Eckert stated that the majority of the businesses were able to occupy existing vacancies, not requiring new construction - which would lead to new rateables. Additionally, banks were previously unwilling to loan money for speculative construction. However, with an improved local economy and renewed faith in the market, U.S. 1 Commercial Park broke ground this year on the first spec industrial building in Flagler County in over 15 years.

#### **6. Public Comments**

None

#### **7. Next Meeting:** August 22, 2018

#### **8. Adjournment:** The meeting adjourned at 10:15 AM.