

ECONOMIC OPPORTUNITY ADVISORY COUNCIL

January 25, 2017 MEETING MINUTES

Members Present: Robert Cahill, Wanda Clegg, Greg Federline, Mike Gill, Joseph Marotti, Nate McLaughlin, Donald O'Brien, Jim Ulsamer, Frank Zedar,

Members Absent:

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

1. **Call to Order:** Chairman O'Brien called the meeting to order at 9:00 a.m. and the Pledge of Allegiance was said.
2. **Roll Call:** A silent roll call was taken. A quorum was present.
3. **Approval of Meeting Minutes:** November 23, 2016 and December 13, 2016
Mr. Ulsamer requested a change to the November minutes. He asked that the record reflect that he agreed with the revised targeted industries provided manufacturing/logistics would remain as a stand-alone industry.
November 23, 2016 minutes: **Approved with changes.**
December 13, 2016 minutes: **Approved**

4. **Partner Presentations**

Tom Hellman, Assistant District Director – Operations, SCORE87

Mr. Hellman presented a PowerPoint updating the EOAC on the Chapter's services, 2016 performance, partnerships and activities.

Mr. Hellman stated that SCORE87 was chosen to conduct a pilot program for the Department of Revenue. The program focus is to help businesses, which are considering leaving the state, resolve the issues that are causing them to leave. SCORE would act as consultant to help the companies navigate operational issues that are creating hardships for the businesses. Over six months the chapter received over fifty referrals.

Mr. Gill asked if any attempt had been made to contact the businesses that are coming into the area on an annual basis.

Mr. Hellman said that is an element of the program. A high number of businesses apply for sales tax electronically and as part of that application there was going to be an "opt in" button which would allow those businesses to connect with the local SCORE chapter. The challenge has been the state making the changes to the electronic application form.

Mr. Gill asked if there is a tracking resource for the department to access to identify new businesses.

Mr. Hellman said that can be done locally.

Ms. Austin stated the department accesses the database annually.

Mr. Hellman ended with a forward projection stating the growth in the entrepreneurial ecosystem is making SCORE relevant to both clients and volunteers. He said, "Here in Flagler we see organizations coming together to support this ecosystem and we need to continue to focus on nurturing that

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environment.” He commented on communication and relevancy in an evolving business world noting “The best example” he could think of being the recent approval of incentives by the Board of County Commissioners. “If you are going to be relevant in this game we call economic development and you don’t have a thoughtful approach to incentives it puts you at a disadvantage.” He said, “It shows people considering coming to Flagler County that we are forward thinking.”

He further noted that the most recent strategic planning process will drive the organization’s priorities in 2017.

Mr. Gill stated he agrees with Mr. Hellman’s comment regarding incentives and encourages supporting and coordinating a plan of attack to include all the municipalities and private and public partners.

5. Executive Director Report

Ms. van Eckert informed the EOAC that the local incentive package for Project Bags has been approved and that the State QTI application has been submitted and is in review. We will know in approximately two weeks if the application has been approved. She noted that these are performance-based incentives.

Ms. van Eckert thanked Mr. Gill for making the introduction between the CEO of the prospect company and the Department of Economic Opportunity.

Project Polo is looking for a building to accommodate the size they need. The department is working with the company to determine if constructing a new building is viable.

Gioia Sails received the incentive packet from the City of Palm Coast and will be submitting that shortly. They have moved into their temporary facility and are fully operational.

Designs for Health are happy in their new facility. They have hired the number of people they have anticipated to hire this year.

We are currently gathering metrics both internally and from our partners to include in the annual report.

Ms. van Eckert reported on upcoming conferences and presentations staff would be attending or presenting at. She encouraged the EOAC members to attend the Chamber of Commerce Business Summit on March 1, 2016. Flagler County Department of Economic of Opportunity is sponsoring the event. Astronaut Nicole Stott will be the keynote speaker.

The Job Fair will be held on March 3, 2016 at the Palm Coast campus of Daytona State College. The Job Fair is free to businesses provided they are in hiring mode. This is our fourth year doing this event. Originally we had a high number of job seekers and fewer businesses and now it has transitioned to attracting more businesses because it is harder for them to find the employees they are looking for.

Mr. O’Brien stated while working the Flagler County Home Show, the Job Fair was the most popular point of discussion with visitors to the County’s booth.

The Florida High Tech Corridor will be hosting their second annual career fair. They bring in guidance counselors from major universities and colleges nationally and we can send our businesses looking for employees to recruit directly from these schools.

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The strategic planning session is coming up. The department is considering applying for an EDA grant to hire a third party to manage the process so that we can align ourselves with the regional strategic planning process. JaxUSA will be doing the same.

6. Council Comments

Mr. Ulsamer stated the work is being done to nourish our beaches and dunes. This needs to continue to be a focus for the EOAC because those beaches are the lifeblood of the community.

7. Public Comments–

Flagler County Commissioner, Charlie Eriksen spoke in favor of the incentive program offered to Project Bags.

8. Next Meeting: The next meeting of the EOAC will be Wednesday January 25, 2017 at 9:00 a.m. in Board Chambers.

9. Adjournment: The meeting adjourned at 9:38 a.m. upon motion, seconded, and unanimously carried.