

ECONOMIC OPPORTUNITY ADVISORY COUNCIL

August 24, 2017 MEETING MINUTES

Members Present: Bob Cahill, Greg Federline, Donald O'Brien, Jim Ulsamer

Members Absent: Wanda Clegg, Mike Gill, Barbara Revels, Frank Zedar

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

- 1. Call to Order:** Mr. O'Brien called the meeting to order at 9:00 am
- 2. Roll Call:** A silent roll call was taken. A quorum was not present and it was determined the meeting would continue but not action would be allowed.
- 3. Approval of Meeting Minutes:** June 28, 2017 minutes
Continued
- 4. Partner Presentations**

Colleen Conklin – Flagler County School Board

Ms. Conklin approached the EOAC requesting a letter of support from the council for the Gaetz Aerospace Institute's Unmanned Aviation Maintenance Technician I Certification program at Flagler Palm Coast High School.

She shared an Association for Unmanned Vehicle Systems International's report findings, "Florida is forecasted to create 4,803 new jobs and over \$3.8 billion in economic impact in the first decade following UAS integration into the national airspace. Florida has 571 approved operators among the more than 5,500 commercial Unmanned Aircraft System exemptions – the second most of any state. These operators support applications such as real estate, construction, disaster relief, and scientific research.

This type of demand will require a workforce ready and certified to repair and maintain those unmanned aerial systems in operation today and tomorrow."

Action on this item was tabled until the next meeting.

Jason DeLorenzo – Flagler Home Builders Association

Mr. DeLorenzo presented on the impact of new construction in Flagler County. His presentation included the following:

- Permitting quarterly and regional comparisons and the number of permits by jurisdiction.
- 2017 economic impact of new construction of single-family-residential new builds of \$62.7M.
- The creation of over 1,600 full-time-equivalent jobs in the construction industry.
- A historical graph citing the number of permits per year from 1980 to now.
- Industry concerns.

A copy of Mr. DeLorenzo's presentation can be viewed by visiting

http://www.flaglercountyedc.com/wp-content/uploads/2017/09/2017_Q2_Local_Impact.ppsx

Margaret Sheehan-Jones – Commercial Real Estate

Ms. Sheehan- Jones presented the current state of commercial/industrial real estate nationally, statewide and locally. Her presentation included the following:

- Hospitality occupancy nationally reached new record levels in 2017. Larger markets such as Miami, New York and Houston have shown a negative growth. Flagler County has plateaued.
- Industrial rents have reached the highest peak since 2007 nationally and in the local market.
- The availability rate for industrial property is currently 8.2%.
- The vacancy rate for industrial property is down at 4.9%.
- The net asking rent is \$6.58 per sq. ft. triple net nationally.
- Sales in the industrial market has been growing at 13%. E-commerce continues to grow this market.
- Locally the industrial market is growing with development of new spec property.
- The multi-family product is limited locally. Multi-family developers have been looking at the perimeter of Town Center.
- Medical office and professional service space in Flagler County continues to be in demand.
- The retail market is transitioning with food and entertainment moving from a secondary position to overtake shopping malls in the primary position.
- Two major parcels in Flagler County have sold recently to support restaurant retail use.

5. Executive Director Report

Ms. van Eckert reported on the following:

- The department won two awards from the South Eastern Economic Development Council for the *You Can in Flagler County* workforce recruitment campaign. The *Flagler Can!* app was awarded superior designation and the overall campaign received a special recognition. The campaign consists of a workforce recruitment website, print collateral, digital and social media marketing.
- Flagler County has been selected as one of five communities in Florida by the U. S. Department of Commerce's Americas' Competitive Exchange Innovation and Entrepreneurship program to host a delegation of business dignitaries from around the world in December.
- Spec building continues to move forward.
- Project Bags is still in process.
- Peter Antonacci, formerly District Executive Director of the South Florida Water Management District, has taken the position of President and CEO of Enterprise Florida. Jim Petronis, has taken the position of CFO.
- During the most recent Enterprise Florida Board meeting discussion regarding the \$85M funded job growth grant was that over \$250M worth of applications have been received with more pending.
- The site selector event with presenter and site selector, Griff Salmon, was well attended. Additionally, staff was able to provide a tour of Flagler County and assets to Mr. Salmon.
- The *You Can!* app has met a milestone with over 500 downloads.

6. Council Comments

None

7. Public Comments

Mr. Howard Holley approached the podium and made a presentation to the council regarding diversity and inclusion from a business, entrepreneurship and economic perspective.

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Mr. Holley's presentation included comments on:

- The current state of diversity and inclusion of Minority, Woman and Veteran Business Enterprises (MWVBE).
- Promoting awareness
- Coordinating efforts between government organization to scale and optimize MWVBE.

- Encouraging entrepreneurship and increasing job opportunities within diversity/minority communities.
- Shifting perceptions from "hand-out/hand-up" to economic growth.

A copy of Mr. Holley's presentation can be viewed by visiting <http://www.flaglercountyedc.com/wp-content/uploads/2017/09/MWVBE-EOAC-PRES-8.22.17-FINAL.ppt>

Economic Opportunity staff shared Mr. Leslie Giscombe's, founder and president of the African American Entrepreneurs Club, profile video with Mr. Holley and the public. The video was scheduled to be released to the Economic Opportunity mailing list that afternoon.

- 8. Next Meeting:** The next meeting of the EOAC will be Wednesday, September 27, 2017 at 9:00 a.m. in Board Chambers.
- 9. Adjournment:** The meeting adjourned at 10:25 a.m.