

# ECONOMIC OPPORTUNITY ADVISORY COUNCIL SEPTEMBER 27, 2017 MEETING MINUTES

Members Present: Bob Cahill, Greg Federline, Mike Gill, Joe Marotti, Jim Ulsamer, Frank Zedar

Members Absent: Wanda Clegg, Donald O'Brien

Staff Present: Helga van Eckert, Director  
Lili Tuggle-Weir, Administrative Assistant

Call to Order: Vice Chairman, Mr. Federline called the meeting to order at 9:00 A.M.

1. **Roll Call:** A silent roll call was taken.
2. **Approval of Meeting Minutes:** July 26, 2017 and August 23, 2017  
Frank Zedar commented he was absent at the August 23, 2017 meeting.  
**Both sets of minutes adopted with changes.**

### 3. **Partner Presentations**

#### **Crystal Stiles, Economic Development Director – Florida Power and Light**

Ms. Stiles made a presentation and reported on the following:

- State economic development results for 2017
  - 22,332 Jobs Created
  - \$2.3 Billion Capital Investment
  - 169 Project Referred to partners
  - 230 active projects in the pipeline
  - Newly appointed CEO of Enterprise Florida, Pete Antonacci
  - The FPL Economic Development team
- How FPL's economic development efforts impact statewide job growth to include:
  - 123 companies supported by FPL
  - 26,113 job pledged from FPL projects
  - 54 active projects with 16,743 jobs pledged for a total of 1,104MW (megawatts)
  - The amount of MW reflects more industrial businesses using FPL's services
- Programs that FPL offers to businesses
  - Economic Development Rider (EDR): Companies creating 25 new jobs per 350 kW demand are eligible for declining discounts on their standard base energy and demand charges.
  - Commercial Industrial Service Rider (CISR): Developed to attract new, larger power users. Companies must have a load of 2,000 kW on a single meter and document that this is part of a competitive project with opportunities for lower rates outside FPL territory.
- Programs offered to Florida's economic developers:
  - SWOT Analysis
  - Targeted Sector Refinement
  - Workforce/Economic Analysis
  - Corporate Database
  - Economic Impact
  - Business & Industry Analysis
  - Competitive Intelligence
  - Advertising Analysis

**4. Gaetz Aerospace Institute's Unmanned Aviation support letter request**  
Approved unanimously

**5. Executive Director Report**

Ms. van Eckert reported on the following:

- Marketing
  - Sun and Surf magazine regular contribution
  - Virtual spec video tour
  - Entrepreneur and success story videos
  - Possibility of hiring a 3<sup>rd</sup> party lead generation company
- Sponsorships
  - The Corridor Education and Talent Recruitment forum
  - Entrepreneur Night
- Events
  - VMA Manufacturing Showcase at Embry Riddle – 9.29.17
  - Florida Venture Tech Showcase – 11.2.17
  - Florida League of Cities Fall Summit, Economic Partners Planned Potential – 10.20.17
  - America's Competitive Exchange Program – 12.6.17
- Projects
  - Tempest – Kamara Stone, coming from the Country of Georgia, will start with distribution in Flagler County and expand their operations to manufacturing. Staff asked that the EOAC recommend to the Board of County Commissioners approval of the incentive package as proposed.  
**Approved unanimously**
  - Gioia Sails South – Moving forward with the construction of their new building.
  - Spec – Moving forward with the construction of their building
  - Raptor - Making progress
  - Bags – Making progress
  - Pony – Ms. van Eckert is meeting with them in Connecticut to discuss their potential move to Flagler County.
  - RN – Currently dealing with hurricane damage at their other Florida location.
  - PacMan – Pushed back twelve months at which time Ms. van Eckert will meet with them in New Jersey.
  - Nudge Nudge – New manufacturing project with a 10% probability currently.
  - HOPS – New manufacturing project with a retail component attached.
- Hurricane Irma
  - No outreach numbers available yet
  - Assistance center being set up in Flagler Beach
  - Social Services is working closely with residents
  - Two videos of the SBA and FEMA representatives have been produced and distributed to residents to informing them of services and how to access those services.
  - Outreach continues to businesses and residents

**6. Council Comments**

Mr. Ulsamer thanked staff for being proactive during the hurricane.  
He also asked whether the department should deliver a message to legislatures during session.

Ms. van Eckert stated the Florida Economic Development Council is advocating for economic development in the state of Florida. Ms. van Eckert is the Regional Director for Northeast Florida on

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the council.

Mr. Gill stated the County should add to the October 20<sup>th</sup> agenda a decision to reinstitute the program where the state contributed a portion of its revenues to Florida beaches.

Ms. van Eckert stated she would mention this at the next Directors' meeting.

## **7. Public Comments**

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

**9. Adjournment:** The meeting adjourned at 10:17 a.m.