

**Hardee County Economic Development Council/Industrial Development Authority**  
**Regular Meeting Minutes**  
**September 27, 2016**  
**Hardee County BOCC**

**Vanessa Hernandez- Chair-P**  
**Gene Davis- Vice Chair-P**  
Dottie Conerly-P

Diana Youmans-P  
John O'Neal-A  
Lory Durrance-A

Monica Reas-P

The meeting was called to order by Chair Hernandez.

**Visiting:** Eddie Davis, Charlie Cox, Sharon Moye, Mary Jane Stanley, Angela Crist, Rhonda Cole, Virginia Brown, Jessica Newman, Travis Bond and Don Chancey.

**County Attorney:** Ken Evers

**County Commissioners:** Mike Thompson, Sue Birge and Colon Lambert

**Press:** Michael Kelly

**Staff:** Bill Lambert, Sarah Pelham and Kristi Schierling

**Agenda:** Gene Davis made a motion and was seconded by Monica Reas to approve the agenda as presented. Motion passed unanimously.

**Minutes:** Dottie Conerly made a motion and was seconded by Gene Davis to approve the 8/9/16 minutes. Motion passed unanimously.

***SBDC Agreement for FY 2016-2017***

The SBDC does extensive work with clients to start or expand their business. We refer clients that come into the office to meet with the SBDC to work on a business plan and to get them to a point of moving forward in their business. The agreement is seeking \$3500 of funding from the EDC. We have been partnering with them for the last 4-5 years.

Dottie Conerly made a motion and was seconded by Monica Reas to approve the SBDC agreement for FY 2016-2017. Motion passed unanimously.

***Approval of EDC budget for FYE 2017***

Charlie Cox reviewed the EDC budget. We should have an estimated \$100,000 carry forward. We have budgeted \$100,000 from the BOCC and have applied for an EDA grant for \$150,000. There will be a transfer from the IDA for the payroll expenses of Dillard Albritton. The expenses have not changed. There is an estimated \$40,000 carry forward at 9/30/2017.

Monica Reas made a motion and was seconded by Gene Davis to approve the EDC budget for FYE 2017. Motion passed unanimously.

***Approval of IDA budget for FYE 2017 by resolution***

Charlie Cox reviewed the IDA budget. The EDA awarded Incubator year 2 column has been removed since the grant will be closed out by the end of the fiscal year. The other EDA grants have been updated to show what will be estimated to carry forward. The applied for grants have been updated to show that actual amounts that were applied for. There has also been a transfer out of \$25,000 to the BOCC for construction of a maintenance building behind the Command Center in the Commerce Park. Captain Eddie Davis is here to give details on the need for the building. The IDA has some equipment that could

also be stored there. Capt. Davis said that the Sherriff's office has a number of vehicles, more specifically an armored vehicle, that they would like to store inside so they are not in the weather. They are also required to maintain the integrity of any seized vehicles and these would also be stored inside the building. The building size is estimated to be a 61X30 metal building. This building could be added onto if it needs to be larger in size in the future. Director Lambert noted that this would be a general fund transfer and not a Mosaic fund transfer. The projected cost is \$17,270 plus tax for the building and the concrete cost is around \$7,000.

Monica Reas made a motion and was seconded by Dottie Conerly to approve the budget transfer of \$25,000 to the BOCC for the construction of the facility. Motion passed unanimously.

The mosaic fund was reviewed next. Project Housing was broken into 2 projects to reflect the two entities that are being funded through the CRA. This would be the only significant change to the Mosaic special revenue fund.

Chair Hernandez wanted to talk about the reimbursements from the Clerk related to the Incubator. Charlie had emailed the Clerk wanting to make sure that the outstanding EDA receivables would be cleared up by November 30<sup>th</sup>. He sent her a spreadsheet he created showing all outstanding requests since May 2016. There is currently \$726,000 outstanding from the Clerk, with the majority of it being Incubator related items. He has not heard back from the Clerk as of today. The Chair's concern is having audit comments because of the length of time that is between the submission and receiving of the reimbursements. This leaves the IDA out money for long periods of time in the general fund account. Mosaic funds have been borrowed so there is a large due to/from that has been created and has to be paid back. We have had audit comments for the timely repayment of these funds in the past. The EDA could put a prompt payment section in their agreements that would have the Clerk notify the vendor in a specified amount of time if the invoices submitted were not proper and would also specify the number of days that the reimbursement should be paid out. The IDA needs to adopt a policy allowing for the borrowing of funds between the general fund and mosaic funds and this should help alleviate any findings by the auditors. Charlie and staff will work on putting together an internal policy for board review.

Gene Davis made a motion and was seconded by Monica Reas to approve the IDA budget for FYE 2017 by resolution. Motion passed unanimously.

\*Break from 9:16am-9:25am\*

#### ***CRA/IDA agreement for West Park Place, LLC and L. Cobb Development, LLC***

Jessica Newman, CRA Director, was here to review the agreement with the Board. This is the agreement between the CRA and the IDA for \$400,000. The agreements that the CRA has with each of the two entities are listed as exhibits in this agreement with the CRA and the IDA. This is reimbursable. The CRA will make sure that all deliverables are met and will provide proof to the IDA for reimbursement. The amount given is \$200,000 per each entity, West Park Place, LLC and L. Cobb Development, LLC. Monica Reas made a motion and was seconded by Dottie Conerly to approve the CRA and IDA agreement for West Park Place, LLC and L. Cobb Development, LLC. Motion passed unanimously.

#### ***First Amendment to Florikan Lease***

When we started working with Florikan, they had given a deposit of \$100,000 that was escrowed in its own account. This was originally to be used towards the purchase price of the building. Florikan is responsible for paying the taxes and insurance on the building. They have asked us if we can use the money that is escrowed for them to be put towards the taxes and insurance. Attorney Evers has drafted

this first amendment for the board's approval if they wish to change the way the money will be applied. After the taxes and insurance are paid, the balance will either be returned to them or left in the account. Director Lambert will need to give written approval to Florikan to use the money in a manner other than was originally intended. He does recommend moving forward with this.

Gene Davis made a motion and was seconded by Monica Reas to approve the first amendment to the Florikan lease and to return any remaining balance to Florikan. Motion passed unanimously.

### ***Impact Data study draft report***

Mary Jane and Angela Crist were here and Paul Scheuren was present via telephone to review the draft report. They noted our different funding sources and that we are in a good position with our assets. Impact Data looked at 14 projects and the economic impact that was created from these 14 projects. The total contribution to economic impact by these businesses over the last 10-year period was \$1.5 billion. Also over the last 10 years, 417 direct jobs were created and there was \$218.6M in total workers' earnings. These projects over the last 10 years have also generated \$1.2M for the local taxing districts. Gene Davis made a motion and was seconded by Monica Reas to approve the report as presented. Motion passed unanimously.

\*Diana Youmans came in at 10:07am.\*

### ***Caresync update***

Travis Bond was here today to give the board an update. Caresync currently has 140 jobs in Hardee County with \$5M in annual salary and benefits. They are currently working on another round of funding. There has been \$31M raised in 22 months. Large hospital systems are signing up for their services. Caresync is now deployed in over 30 states. Travis also mentioned that they have a new drug discount program for their members. Many awards and recognitions have been given to Caresync. To help with their branding, they have put a new sign out at the Tech River building. Travis explained that they are always hiring and looking for good RN's and they could possibly employ 200 people in the Tech River building. There will be a sign unveiling after the meeting at Tech River.

### ***Project Updates/Chair Updates***

Chair Hernandez gave an update on the Audit Committee. The RFP has been issued and the bids are due back on October 20<sup>th</sup>. The committee did not put cost as one of the weighting factors. The next committee meeting is November 4<sup>th</sup>.

The EDA meeting is this Thursday and they will be listening to presentations. Director Lambert told the Board that he has 4 new projects and that they all wish to be under confidentiality. The lettuce project is hoping to move forward in the MOBO building. Innovation Place is about 70-80% full. Director Lambert is concerned with Peace River Paddle Sports making it. The olives are doing well. We will be planting hops and pomegranates soon.

### ***Financials***

There is nothing specific to point out this month. Chair Hernandez would like to continue receiving a due to/from report each month like the one that was reviewed today.

Monica Reas made a motion and was seconded by Dottie Conerly to approve the EDC and IDA financials as presented. Motion passed unanimously.

### ***Announcements***

Director Lambert said that FHERO is active and we are participating. They are doing a much better job in our region. We will show the Florida Chamber presentation at next month's meeting.

\*\*The meeting was adjourned at 11:02am by Chair Hernandez.