

# AGENDA

## Hardee County Economic Development Council Hardee County Industrial Development Authority

Commission Chambers 412 W. Orange Street, Room 102, Wauchula, FL 33873 Regular Meeting

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8/10/2021 8:30 AM

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### BOARD MEMBERS

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Tommy Watkins, Chairman | Denise Grimsley, Vice-Chairperson | Courtney Green | Calli Ward | Gene Davis | Lee Mikell |

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- Item 1. Call to Order
- Item 2. Approval of Agenda
- Item 3. Approval of Minutes
  - Item 3.1. July 2021 EDC/IDA Minutes
- Item 4. Agenda Items
  - Item 4.1. Wauchula Community Video
  - Item 4.2. Marketing RFP discussion
  - Item 4.3. DRAFT EDC Budget FYE 2022
  - Item 4.4. DRAFT IDA Budget FYE 2022 General Fund & Special Revenue Fund
  - Item 4.5. DRAFT IDA Budget FYE 2022 Ona Mine
- Item 5. Updates
  - Item 5.1. Director's Report
- Item 6. Financials
  - Item 6.1. July 2021 EDC/IDA Financials
- Item 7. Announcements/Other Business/Public Comments

Item 8.

Adjournment



# MINUTES

## Hardee County Economic Development Council Hardee County Industrial Development Authority

Hardee County School Boardroom 230 South Florida Avenue, Wauchula, FL 33873 Regular Meeting

7/19/2021 8:30 AM

### BOARD MEMBERS

Tommy Watkins, Chairman | Denise Grimsley, Vice-Chairperson | Courtney Green | Calli Ward | Gene Davis | Lee Mikell |

#### 1. Call to Order

Attendee Name	Title	Status	Arrived
Tommy Watkins	Chairman	Present	
Denise Grimsley	Vice-Chairperson	Present	
Courtney Green	Board Member	Absent	
Calli Ward	Board Member	Present	
Gene Davis	Board Member	Present	
Lee Mikell	Board Member	Present	

Visiting: Bruce Stayer, Ananth Prasad, Sherri Albritton, Jessica Newman, John Johnston and Halton Peters.  
EDC/IDA Attorney: Shannon Nash  
Staff: Bill Lambert, Sarah Pelham, Kristi Schierling and Justin Smith

#### 2. Approval of Agenda

Item 2.1. Motion to approve the agenda with the change

Items 4.1 and 4.2 will be switched around.

Calli Ward made a motion and was seconded by Denise Grimsley to approve the agenda with the change.

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>MOVER:</b>	Calli Ward, Board Member
<b>SECONDER:</b>	Denise Grimsley, Vice-Chairperson
<b>AYES:</b>	Watkins, Grimsley, Ward, Davis, Mikell
<b>ABSENT:</b>	Green

3. Approval of Minutes

Item 3.1. May/June 2021 EDC/IDA Minutes

Lee Mikell made a motion and was seconded by Gene Davis to approve the minutes as presented.

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>MOVER:</b>	Lee Mikell, Board Member
<b>SECONDER:</b>	Gene Davis, Board Member
<b>AYES:</b>	Watkins, Grimsley, Ward, Davis, Mikell
<b>ABSENT:</b>	Green

4. Agenda Items

Item 4.1. Ballard Partners Discussion- Request for Continuation of Consultant Fees

John Johnston, from Ballard Partners, addressed the board. He has been with the company since 2012. Ballard Partners is one of the top lobbying firms. Their office is in Tallahassee with another being in Washington, DC. Mr. Johnston said that transportation is his specialty and was instrumental in the MCORES bill. That bill has since been replaced by SB100.

Ananth Prasad also addressed the board. He is the President of the Florida Transportation Builder's Association, Inc. He worked on MCORES as well. Florida is the 3rd most populous state and continues to grow. Since MCORES is no longer, SB100 is taking existing roads and improving them. There will be controlled access. Ananth Prasad provided a FDOT map. Page 1 shows the road systems, page 2 shows traffic volume, and page 3 is safety characteristics. The funding for MCORES has been allocated to SB100.

Director Lambert recommended continuing the relationship with Ballard Partners and to extend their contract for one year.

Denise Grimsley made a motion and was seconded by Lee Mikell to continue Ballard Partners contract for one year.

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>MOVER:</b>	Denise Grimsley, Vice-Chairperson
<b>SECONDER:</b>	Lee Mikell, Board Member
<b>AYES:</b>	Watkins, Grimsley, Ward, Davis, Mikell
<b>ABSENT:</b>	Green

Item 4.2. Hardee Fresh- Consideration and Approval of Contract for Old Florida Hospital

Sarah Pelham reviewed the lease with the board. This is a commercial lease with the option to purchase. It is for a 10 year period. The rent is based on 6% of \$1,600,000. If they decide to purchase within 6 months of the start date, the price will go down to \$1,200,000. Landscaping language was included. They will have to comply with City code.

Halton Peters let the board know that they already have 2 people that will be hired.

Lee Mikell made a motion and was seconded by Gene Davis to move forward with the lease and allow the Chair to sign.

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>MOVER:</b>	Lee Mikell, Board Member
<b>SECONDER:</b>	Gene Davis, Board Member
<b>AYES:</b>	Watkins, Grimsley, Ward, Davis, Mikell
<b>ABSENT:</b>	Green

Item 4.3. FHERO Funding Request for FY 2021-2022

FHERO has submitted a funding request in the amount of \$2500 for the upcoming fiscal year. Sarah let the board know that one of the benefits was the board seat on FEDC. Sarah took that seat and did 2 two year terms. She just recently stepped down and Highlands County has filled the seat. She will continue to be involved with FEDC. A list of accomplishments by FHERO was provided with their request.

Denise Grimsley made a motion and was seconded by Calli Ward to approve the funding request by FHERO.

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>MOVER:</b>	Denise Grimsley, Vice-Chairperson
<b>SECONDER:</b>	Calli Ward, Board Member
<b>AYES:</b>	Watkins, Grimsley, Ward, Davis, Mikell
<b>ABSENT:</b>	Green

Item 4.4. CRA Parking Lot Agreement- R. Riveter

Shannon Nash reviewed the contract. We are still working on the survey to get the correct legal description and there are a few wording tweaks that need to be made to make it more generic. Paragraphs 5 and section 6 where it mentions R. Riveter by name. Jessica Newman answered questions about the parking lot and traffic flow.

Denise Grimsley made a motion and was seconded by Lee Mikell to approve the contract with the changes to be made, the legal description added and allow the Chair to sign.

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>MOVER:</b>	Denise Grimsley, Vice-Chairperson
<b>SECONDER:</b>	Lee Mikell, Board Member
<b>AYES:</b>	Watkins, Grimsley, Ward, Davis, Mikell
<b>ABSENT:</b>	Green

Item 4.5. Pacer Marine Spec Building Contract Discussion

Sarah Pelham reviewed this with the board. This is actually a Project Development Contract and the lease with option to purchase is an exhibit to the contract. We are using 7% on the lease rate. The project development contract spells out the obligations of Pacer Marine and the IDA. Pacer will deed the vacant property to us as their "skin in the game". It has an appraised value of \$110,000. The first two years, Pacer will be entitled to a monthly credit against the rent amount which will equal the appraised value. It will equal to \$55,000 for years one and two. Director Lambert hopes to have the building finished by January 2022.

Calli Ward made a motion and was seconded by Gene Davis to approve the contract.

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>MOVER:</b>	Calli Ward, Board Member
<b>SECONDER:</b>	Gene Davis, Board Member
<b>AYES:</b>	Watkins, Grimsley, Ward, Davis, Mikell
<b>ABSENT:</b>	Green

Item 4.6. Communications Coordinator- Request to Change Status from Hourly to Full Time

We originally hired Krystin Chapman on an hourly basis. She was a 10 month employee with the School Board and we have adjusted her salary to a 12 month employee. Krystin had retirement with the School Board and other perks. Director Lambert is proffering to hire her at full time with a \$75,000 salary. She will not be utilizing our health insurance. Chair Watkins believes we should have hired for this position a long time ago. Calli Ward wanted to make it clear that the board is just funding the position not necessarily hiring Krystin because that is Bill's job as Director, to hire and fire.

Lee Mikell made a motion and was seconded by Calli Ward to approve the position.

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>MOVER:</b>	Lee Mikell, Board Member
<b>SECONDER:</b>	Calli Ward, Board Member
<b>AYES:</b>	Watkins, Grimsley, Ward, Davis, Mikell
<b>ABSENT:</b>	Green

Item 4.7. Auditor Selection Committee Discussion

Chair Watkins opened by saying that he would like Lee Mikell to be the Chair of the committee. This will be a sunshine board. Other committee members will be decided at a later date. The other members can not be the employees. Lee Mikell agreed to take the Chair position and will decide on the other members. Our current contract with our auditing firm is up for re bid.

Item 4.8. Innovar Structures- Building Proposal

Director Lambert would like to move forward with design and engineering and development costs. After meeting with Innovar last week, we would like to build one building or two. Innovar has outgrown their current site and multiple site selectors are interested in the property. If we don't move forward with a plan to relocate, we could lose the company and the possibility of redeveloping the property. Director Lambert does want to get a significant amount of "skin in the game" from Innovar. He is a little apprehensive about us putting \$8 million in a building without the entity that will be using the building having "skin in the game". Innovar is interested in lots 24, 25 and 26.

Calli Ward made a motion and was seconded by Lee Mikell to allow Director Lambert to spend funds on preliminary design and engineering.

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>MOVER:</b>	Calli Ward, Board Member
<b>SECONDER:</b>	Lee Mikell, Board Member
<b>AYES:</b>	Watkins, Grimsley, Ward, Davis, Mikell
<b>ABSENT:</b>	Green

Item 4.9. DRAFT EDC Budget FYE 2022

The draft is just being provided today to be made public.

Item 4.10. DRAFT IDA Budget FYE 2022 General Fund & Special Revenue Fund

The draft is just being provided today to be made public.

Item 4.11. DRAFT IDA Budget FYE 2022 Ona Mine

The draft is just being provided today to be made public.

5. Director's Report

Item 5.1. Director's Report

Director Lambert did not go through his report today.

6. Financials

Item 6.1. May 2021 EDC/IDA Financials

Calli Ward made a motion and was seconded by Gene Davis to approve the financials as presented.

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>MOVER:</b>	Calli Ward, Board Member
<b>SECONDER:</b>	Gene Davis, Board Member
<b>AYES:</b>	Watkins, Grimsley, Ward, Davis, Mikell
<b>ABSENT:</b>	Green

Item 6.2. June 2021 EDC/IDA Financials

Calli Ward made a motion and was seconded by Lee Mikell to approve the financials as presented.

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>MOVER:</b>	Calli Ward, Board Member
<b>SECONDER:</b>	Lee Mikell, Board Member
<b>AYES:</b>	Watkins, Grimsley, Ward, Davis, Mikell
<b>ABSENT:</b>	Green

Item 6.3. Special Revenue Fund FYE 2021 Budget Amendment

This budget amendment is for the budget increase to Utilitech.

Lee Mikell made a motion and was seconded by Calli Ward to approve the budget amendment.

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>MOVER:</b>	Lee Mikell, Board Member
<b>SECONDER:</b>	Calli Ward, Board Member
<b>AYES:</b>	Watkins, Grimsley, Ward, Davis, Mikell
<b>ABSENT:</b>	Green

Item 6.4. Resolution 2021-08- Budget Amendment

Resolution 2021-08 is amending the IDA Budget with the Utilitech budget increase.

Denise Grimsley made a motion and was seconded by Gene Davis to approve Resolution 2021-08.

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>MOVER:</b>	Denise Grimsley, Vice-Chairperson
<b>SECONDER:</b>	Gene Davis, Board Member
<b>AYES:</b>	Watkins, Grimsley, Ward, Davis, Mikell
<b>ABSENT:</b>	Green

7. Announcements/Other Business/Public Comments
8. Adjournment



HARDEE COUNTY INDUSTRIAL DEVELOPMENT AUTHORITY  
AND HARDEE COUNTY ECONOMIC DEVELOPMENT COUNCIL, INC.

**REQUEST FOR PROPOSALS  
MARKETING SERVICES**

Sealed proposals will be received in the Hardee County Economic Development Office up to and including Monday, Oct 4, 2021, **prior to 3:00 p.m.** Proposals must contain the following labeling: "Marketing Proposal". Proposals received after the established deadline will not be opened and will be made available for return in their unopened state or for destruction at respondent's written instruction. A pre-proposal meeting will not be held for this RFP.

**Questions regarding this proposal must be in writing and must be sent to Attn: Krystin Chapman, Hardee County Economic Development, 107 E. Main Street, Wauchula, Florida 33873 Tel. 863-773-3030 or at [Krystin.Chapman@hardeemail.com](mailto:Krystin.Chapman@hardeemail.com) All questions must be received by Friday, September 17, 2021, prior to 3:00 p.m.**

The Hardee County IDA/EDC does not discriminate upon the basis of any individual's disability status. This non-discrimination policy involves every aspect of IDA's functions, including one's access to participation, employment, or treatment in its programs or activities. Anyone requiring reasonable accommodations as provided for in the Americans with Disabilities Act or Section 286.26 of the Florida Statutes should contact Sarah Pelham, IDA ADA Coordinator at 863-773-3030, by Florida Relay Services 711, or by email at [sarah.pelham@hardeemail.com](mailto:sarah.pelham@hardeemail.com). Request for CART or interpreter services should be made at least 24 hours in advance to permit coordination of the service.

***Prospective proposers shall not contact, communicate with or discuss any matter relating in any way to this Request for Proposal with the Board members, or any employee of the IDA/EDC except as directed in this Request for Proposals. Such communications initiated by a proposer shall be grounds for disqualifying the offending proposer from consideration for award of the proposal and/or any future proposal.***

Proposals may be mailed, express mailed or hand delivered to:

Hardee IDA/EDC  
107 E. Main Street  
Wauchula, Florida 33873

## **INTRODUCTION**

The Hardee County Industrial Development Authority and Hardee County Economic Development Council, Inc., hereinafter “IDA/EDC,” seeks the submittal of proposals from qualified individuals or entities who are interested in providing marketing services on a contractual basis. The IDA/EDC is governed by a six (6) member Board (currently). The Hardee County Industrial Development Authority (IDA) is an authority created by the Florida legislature under Chapter 159, Florida Statutes, and the Hardee County Economic Development Council, Inc. is a private, 501(c)3 corporation with Board members also serving as the Board of the IDA. The IDA/EDC currently has on-staff marketing/public relations/communications staff, and is seeking marketing services and counsel for the purposes set forth herein to assist IDA/EDC staff and Board in the performance of certain duties.

The selected marketing entity must demonstrate knowledge of and experience with Florida’s economic development environment, as well as experience in interacting with local government and/or public agencies.

IDA/EDC staff will review and score the qualifications and proposals of all submittals. The IDA/EDC reserves the right to determine, at its sole discretion, whether the statement of qualifications and/or proposal satisfactorily meets the criteria established in this RFP, and the right to seek clarification from any individual(s) or entity submitting proposals. Only those judged to be qualified proposals will be further evaluated. Individuals may be interviewed by the IDA/EDC staff. During the review process, and until the final selection has been made by the IDA/EDC, proposers are prohibited from meeting with or discussing a submittal with any member of the IDA/EDC staff or board, unless an interview is requested, or clarification required on a proposal.

All interested parties must submit the requested information within the time frame provided herein. Proposals shall be prepared with the utmost attention to fair, ethical evaluation standards.

It is the intent of the IDA/EDC to negotiate a Professional Services Agreement for the work described. The Professional Services Agreement will be for one (1) year, but terminable without cause upon written notice to the engaged entity/individual by the IDA/EDC.

## **BACKGROUND**

Hardee County is an interior, rural Florida county. With a population of approximately 27,000 residents, Hardee County is valued for its safe, stable communities and neighborhoods, its treasured roots in agriculture, farming, and phosphate mining, and its bucolic lifestyle and scenery.

The Hardee County IDA/EDC is committed to enhancing the county's economic strength and long-term viability and vitality, and to leveraging Hardee County's natural strengths, including the availability of large tracts of developable land, the region's cherished quality of life, and Hardee County's superb natural beauty and environmental resources. In partnership with local business leaders, elected officials, and the state's economic development network, the IDA/EDC has been actively engaged in strategic economic development activities for several decades. The IDA/EDC employs a full slate of economic development professionals, and has a strong track record of successful economic development projects. Particularly as Hardee County seeks to strategically expand its economic footprint beyond its well-known identity as a top U.S. location for phosphate mining, the need for top-tier professional marketing services has been identified.

In addition to the appeal of its natural amenities, Hardee County has many other assets. It is ideally located within southwest Florida's major transportation corridors, including proximity to the Port of Tampa. Strategic target industries identified via research by a recent University of South Florida study include the manufacturing sector; manufacturing and distribution facilities; and improved agriculture. Hardee's workforce is famed for its work ethic; the county has forged strong partnership with education and career assets to achieve employer-driven workforce training and upskilling.

Recent economic development wins in the nearby Suncoast region include the expansion of Amazon in adjacent Manatee County, with a new 330,000+ square foot distribution center under construction. Hardee's laid-back pace and natural beauty offer a welcome counterpoint to nearby Tampa in adjacent Hillsborough County, a major metropolitan location which serves as the southern anchor to Florida's politically influential "I-4 Corridor" to Orlando, and features numerous high-wage, high value sectors, including Tampa's burgeoning financial services market.

Hardee County has generally relied upon citrus, cattle, and row crop vegetable farms. In the last several decades the economy has become more diversified from these traditional economic drivers. Manufacturing, health care, mining and government jobs are gradually replacing many of the traditional agricultural employment opportunities. Data from Career Source indicates that full-time agricultural employment in Hardee County is around 20% of the current workforce. Seasonal workers for agriculture, generally composed of "H2A" workers utilize a significant portion of the local housing stock. Skilled training needs are increasing in the economy and housing shortages are a critical impediment to economic growth. Businesses are increasingly relying on the commuter population to fulfill their individual workforces, and this significantly reduces the "multiplier effect" of the payroll financial impact to the local economy.

Hardee County's economic situation continues to be negatively impacted by a reduction in citrus volume due to the ravages of citrus greening. Traditional economic drivers derived from citrus industry segments of growing, harvesting and caretaking, have been severely weakened by Huanglongbing (HLB), otherwise more commonly referred to as citrus greening. The disease is known to be caused by the bacterium, *Candidatus Liberibacter asiaticus*. Efforts to halt the spread of the greening bacterium (generally transmitted by an insect, the Asian Citrus Psyllid) or to provide treatment for infected groves have been ineffective thus far.

Citrus greening is greatly impacting the demographic and economic infrastructure of much of “inland” south central Florida and the respective communities’ dependent upon the citrus economy. The most significant impact on the local economy results from the reduction in “multiplier effect” of the citrus industry revenue stream with negative influences on virtually all sectors of the local economy. Row crop farming has made some re-emergence on former citrus lands but not to a level of economic impact to replace the citrus economic void. Secondly, the loss of traditional agricultural lands to phosphate mining, though currently offset by mining payrolls, continues to be a looming concern for the County’s economic viability once mining ceases. Housing shortages and labor force deficiencies remain an impediment to increasing effectiveness of the economic development efforts.

Many of the employees working in Hardee County commute from the surrounding counties of Manatee, Sarasota, Desoto, Highlands, Polk, and Hillsborough counties. The school system estimates almost 30% of their instructional employment commutes into the county. Commuter employees significantly reduce the “multiplier effect” of the payroll dollars generated from the local economy in that they are generally spent in the employee’s home county.

## **SCOPE OF SERVICES**

This Request for Proposal (RFP) seeks to solicit the services of a qualified marketing firm in support of Hardee County IDA/EDC strategic economic development activities: to plan, coordinate, implement and manage marketing services, including brand development and management; marketing strategies and schedules; social media/digital/web strategies, including key messaging; potential website design update and/or development; and market research.

The Scope of Services may include but is not limited to the following:

1. Strategies and Analysis. Analyze Hardee County’s unique strengths and weaknesses in attracting and retaining businesses and customers and develop a comprehensive marketing plan to attract business and customers, including mechanisms to evaluate the effectiveness of the plan. The plan should include comprehensive, coordinated marketing activities, potentially to include (in whole or components) brand/positioning analysis, market research, market reports, competitive analysis, plan development (to include recommended trade and marketing opportunities for targeted or suggested target industries), recommended business/government alliance team building.
2. Branding. Identify and analyze Hardee County’s branding and positioning in the marketplace. Provide recommendations, including message development, internal and external branding implementation.

3. Identification of Strategic Market Segments. Identify and analyze Hardee County's economic development market segments. Provide strategic recommendations, including potential catalyst projects.
4. Design and Implementation of an integrated Marketing Campaign. Identify the target audience, mediums, and messages to reach identified audiences and estimate cost to implement such a campaign.
5. Digital Integration. Develop an integrated campaign, including programs for digital, social, and web-based platforms in support of strategic economic development.
6. Public Relations Integration. Coordinate all efforts with designated IDA/EDC staff.

## **SUBMITTAL**

All proposals should include at least the following information:

1. Transmittal Letter: Indicating the respondent understands the scope of services and includes respondent's contact information, including business name, authorized representative, telephone number, email address, and physical/ mailing address. An authorized representative of the respondent must sign.
2. Work Plan: Written narrative describing the manner in which the respondent will satisfy the requirements of the Scope of Services. Include the overall timeline for the services that will be performed, the suggested marketing services mix, overview of how the entity will work with IDA/EDC, including the rate/percentage of involvement of senior-level marketing entity individuals in performing the services.
3. Experience: Describe similar marketing experience with projects of a similar scope, including local government or economic development entities. Include results achieved. If desired, provide a case study for a client in a similar segment.
4. Qualifications: Describe, in sufficient detail, the qualifications and experience of the marketing team, including names of individuals proposed to satisfy the Services and their capacity, special technical capabilities, and expertise of the firm and individuals who will perform the Services, including an organization chart. Please indicate the involvement level of senior and junior staff members, including frequency of senior staff participation. Indicate the number of full-time employees/consultants.
5. References: Description of prior projects of the same or similar services and list of references (including telephone number) that may be contacted.

6. Proposed Fee Schedule: Provide fees and schedule for services.
7. Proof of Insurance: Proof of current Commercial General Liability Insurance with minimum coverage limits of \$1,000,000 per occurrence, \$2,000,000 aggregate. Proof of Workers Compensation in at least the limits required by law.

**SELECTION AND EVALUATION PROCEDURES**

Using the below list evaluation criteria, IDA/EDC staff will review and score responsive proposals that are received. Interviews with individuals may then be scheduled with the IDA/EDC before a final decision is made. The IDA/EDC shall be the sole judge of its own best interests, the proposals and the resulting negotiated agreement, if any. The IDA/EDC/s decision will be final.

Proposals will be evaluated using a number of factors, including, but not limited to, the following:

1. Transmittal letter. (5 points)
2. Experience. Overall depth and breadth of experience and expertise in the realm of marketing, most specifically in those areas most often encountered in local government economic development (20 points)
3. Qualifications. Individual team member qualifications. (20 points)
4. Work Plan (30 points)
5. References/Proof of Insurance (5 points)
6. Proposed Fee Schedule (20 points)

The following criteria will be used by the evaluation committee in making the selection:

Criteria for Evaluation	Maximum Possible Points	SCORE
Transmittal Letter	5	
Experience	20	
Qualifications	20	
Work Plan	30	
References/Proof of Insurance	5	
Fees for Services	20	
<b>TOTAL</b>	<b>100</b>	

## GENERAL CONDITIONS

1. Hardee County Industrial Development Authority is an industrial development authority created pursuant to Chapter 159, Florida Statutes and authorized pursuant to resolution of the Hardee County Board of County Commissioners. The IDA is a public instrumentality for the purposes of industrial development, and the exercise of the powers conferred upon it by law are deemed and held to be the performance of an essential public purpose and function.
2. This RFP provides guidelines for the submission of proposals in response to the solicitation by the IDA for respondents to provide marketing services. For purpose of this RFP, a “respondent” or “proposer” is an organization, firm, or other person or entity submitting a response/proposal to this RFP and “contractor” is the respondent that is awarded a contract under this RFP.
3. Respondents shall make no distribution of any part of their proposal beyond that made to the IDA. A respondent who shares information contained in their proposal with competing respondents may be subject to disqualification.
4. IDA reserves the right to accept or reject any or all proposals or any parts thereof, and the award, if an award is made, will be made to the most responsive and responsible proposer whose bid and qualifications indicate that the award will be in the best interest of IDA. IDA reserves the right to waive irregularities or any informality in the proposal.
5. A respondent may withdraw its proposal by notifying IDA in writing at any time prior to the opening. Respondents may withdraw their submissions in person, or by an authorized representative. Respondents and authorized representatives must provide the letter of withdrawal, picture identification, proof of authorization (in the case of authorized representatives) and provide IDA with a signed receipt for return of the proposal. Proposals, once opened, become the property of the IDA and will not be returned to the respondent. Proposals, once opened, become “public records” and are subject to public disclosure in accordance with Chapter 119, Florida Statutes.
6. IDA anticipates entering into a contract with the respondent who submits the proposal judged by the IDA to be most advantageous to the IDA. IDA anticipates awarding a single contract to the sole respondent chosen, but reserves the right to award this RFP in any fashion, in its sole determination, which it deems to be in the best interest of the IDA. By submission of a proposal, each respondent understands that this RFP does not constitute an agreement or a contract with the IDA. No contract or agreement is binding until the submission is reviewed and accepted by the IDA Board and executed by all parties. IDA reserves the right to award any contract to the next most qualified respondent if the successful respondent does not execute a contract within 30 days after the selection.

7. The failure or omission of any proposer to examine any form, instrument, site, or document shall in no way relieve any respondent from any obligation in respect to his/her proposal. The requirements applicable for the services sought under this RFP should be considered in full when respondent is compiling a proposal. The contractor shall maintain insurance coverage reflecting the minimum amounts and conditions as required by the IDA. IDA reserves the right to cancel any contract under this RFP without cause by giving 30 days prior written notice to the contractor. The initial term of the contract shall be for a term of one year, subject to renewal or extension by the IDA. No price increase will be permitted for a renewed or extended term.
8. Neither the IDA nor its directors, agents, employees, or representatives shall be liable for any expenses incurred in connection with the preparation of a response to this RFP. Respondents should prepare their submittals simply and economically, providing a straightforward and concise description of the respondent's ability to meet the requirements of the RFP.
9. IDA recognizes fair and open competition as a basic tenet of public procurement and encourages participation by minority and women business enterprises.
10. Tax exemption certificates for IDA will be furnished upon request.
11. The contractor shall be responsible for acquiring all applicable Federal, State, County, and City licenses and permits and pay local business tax as may be appropriate. IDA does not charge any permit fees for the services contemplated.
12. IDA is a drug free workplace, and its policy regarding substance abuse encompasses alcohol, illegal drugs, or other controlled substances. The possession, transfer, or sale of any substance at the workplace is expressly prohibited and may be cause for immediate dismissal.
13. *Public Entity Crime, Section 287.133(3)(a), Florida Statutes.* The respondent certifies, by submission of a proposal or acceptance of a contract, that neither it nor an affiliate have been placed on the convicted vendor list following conviction for a public entity crime. A person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a bid, proposal, or reply on a contract to provide any goods or services to a public entity; may not submit a bid, proposal, or reply on a contract with a public entity for the construction or repair of a public building or public work; may not submit bids, proposals, or replies on leases of real property to a public entity; may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity; and may not transact business with any public entity in excess of the threshold amount provided in s. 287.017 for CATEGORY TWO for a period of 36 months following the date of being placed on the convicted vendor list.



14. *Discrimination, Section 287.134, Florida Statutes.* The respondent certifies, by submission of a proposal or acceptance of a contract, that neither it nor an affiliate have been placed on the discriminatory vendor list. An entity or affiliate who has been placed on the discriminatory vendor list may not submit a bid, proposal, or reply on a contract to provide any goods or services to a public entity; may not submit a bid, proposal, or reply on a contract with a public entity for the construction or repair of a public building or public work; may not submit bids, proposals, or replies on leases of real property to a public entity; may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity; and may not transact business with any public entity.
15. *Scrutinized Companies, Section 287.135, Florida Statutes.* The respondent certifies, by submission of a proposal and execution of a contract or contract renewal, that it is not on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List and that it does not have business operations in Cuba or Syria, and that the respondent is not participating in a boycott of Israel. Respondent shall immediately notify IDA if its certification set forth in this paragraph changes at any point during the proposal process or term of any contract. IDA may terminate any contract if respondent is found to have submitted a false certification or has been placed on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or been engaged in business operations in Cuba or Syria or is found to have been placed on the Scrutinized Companies that Boycott Israel List or is engaged in a boycott of Israel.
16. This RFP and any contract entered into under this RFP shall be interpreted under and its performance governed by the laws of the State of Florida. In the event of litigation between the parties, venue shall be in Hardee County, Florida and no other place, and Florida law shall apply.

## August 2021 Director's report

(New comments are in italics)

The economy continues to move at a rapid pace. Florida is certainly leading the nation with robust economic activity and Hardee County is no different. I suppose the most intriguing issue we face locally is a relatively static population growth scenario.

One of our main areas of focus for the next decade should be on assessing issues related to our population growth lagging behind our sister counties, especially in south, central Florida. Water and sewer and infrastructure, maintaining and improving our health care infrastructure, recreational opportunities and a continuation of higher quality, full time employment opportunity are all very integral to successful economic development.

Targeted funding by the Economic Development Authority and the Industrial Development Authority must occur, but any appropriations should to be debated and planned in advance of these vital quality of life improvements!

- **Solar project:** Amendments have been signed by both parties. (From last month's report) All issues have been resolved and the final draft is being formalized...
- **Hardee Fresh and Old hospital facility:** The contract has been signed by both parties. (From last month's report) The July meeting agenda includes a formal contract Hardee Fresh (dba: Wauchula Fresh) for consideration by the IDA. The salient points of the contract are as follows:
  - Purchase option executable and expiring upon at least 6 months of contract execution or until R. Riveter has vacated the premises at \$1,200,000
  - lease/purchase option at \$1,600,000 but rent is waived until R. Riveter has vacated the premises.
  - exterior must comply with City of Wauchula codes and ordinances
  - building is occupied in "as is" condition
- **Commerce Park:** The rain has slowed road construction, but we still expect to be completed in September.
- **Olives, Pongamia, Pomegranates, hops, and hemp:** The picking has been pushed back to the second week of August. (From last month's report) We plan on picking this year's crop the last week of July or the first week of August! The University is putting pressure on us to finish the contract for gene editing of certain Olive cultivars. Our attorneys are making headway...

As a refresher the process involves(from wiki) the utilization of : a 160 [kilodalton protein](#) which is heavily utilized in [genetic engineering](#) applications. Its main

function is to cut [DNA](#) and thereby alter a cell's genome. The [CRISPR-Cas9 genome editing](#) technique was a significant contributor to the [Nobel Prize in Chemistry](#) in 2020.

More technically, Cas9 is a dual [RNA](#)-guided [DNA endonuclease enzyme](#) associated with the Clustered Regularly Interspaced Short Palindromic Repeats ([CRISPR](#)) adaptive immune system in [Streptococcus pyogenes](#).<sup>[3][4]</sup> *S. pyogenes* utilizes CRISPR to memorize and Cas9 to later interrogate and cleave foreign DNA, such as invading [bacteriophage](#) DNA or plasmid DNA.<sup>[4][5][6][7]</sup> Cas9 performs this interrogation by unwinding foreign DNA and checking for sites complementary to the 20 basepair spacer region of the [guide RNA](#). If the DNA substrate is complementary to the guide RNA, Cas9 cleaves the invading DNA. In this sense, the CRISPR-Cas9 mechanism has a number of parallels with the [RNA interference](#) (RNAi) mechanism in eukaryotes.

- **Hogan Street:** this construction remains on “hold.” A site selector is evaluating the property for a retail application! (From last month’s report) Plans are tentatively on hold until other “opportunities” are investigated. According to Hunter Engineering: “File review” is occurring, followed by final submittal to DOT!”
- **Carlton Street:** Excellent progress continues with this exciting addition to the City of Wauchula. The rain has cost some time, but we still hope to be completed in September with ribbon cutting ceremony!
- **Cesaroni Technologies:** The company continues to increase production capacity! (From last month’s report) The company has recently begun production on much larger scale. They expect to continue increasing production throughout the remainder of the year. They currently have openings for R and D engineers, injection molding specialist (they will train) and additional CNC machinists. We are discussing the feasibility of modifying the current facility to accommodate a copper mini-mill production facility with 1 million pounds/year production capacity. This process would produce recycled copper for conversion to copper powder exclusively for military and police fragmented projectile supplies.
- **Pacer Marine:** The contract was approved by the board. A groundbreaking is scheduled after the board meeting at their lot in the Commerce Park. (From last month’s report) The contract will be considered by the IDA board for approval at the July meeting provided last minute language changes are agree upon. The salient points in the contract are as follows:
  - Pacer has been able to increase production by adding shifts at their facility in the commerce park. The contract allows all jobs created after January 1, 2021, to be utilized in the computation of the lease/purchase credits. They will receive credits in the established manner contained in other contacts with IDA properties.

-Pacer will deed their additional commerce park property, appraised at \$110,000 to the IDA as a good faith deposit ("skin" in the game) prior to the commencement of construction. This contribution will be credited to lease payments of \$55,000 for year one and \$55,000 for year two.

-the building is a 22,500 square foot facility equipped with manufacturing lighting and HVAC. It will be connected to the existing 40,000 square foot facility via covered walkway.

-The GMP and other costs are estimated at \$2,200,000.

- **R. Riveter:** The parking lot agreement was approved at July's meeting. (From last month's report) We are in the process of receiving bids for retrofit. All engineering has been complete. The parking lot contract with the City of Wauchula is on the July agenda for IDA board consideration.
- **Toll Roads (M-CORES):** We will continue to use the services of Ballard Partners for one year. (From last month's report) Ananth Prasad, President of the Florida Transportation Builder's Association along with a representative from Ballard Partners will be present at the IDA meeting to discuss transportation opportunities and outlook for Hardee County. They have been assisting us with M-Cores and will provide an update on the latest legislation. See <https://www.flsenate.gov/Session/Bill/2021/100>
- **H and P Trailer:** The company still expects to build trailers in Hardee County but site selection/construction remains on hold. Sales are still strong!
- **Innovar Structures, LLC:** There are currently multiple retail interests in the property Innovar is located upon. We are assimilating costs related to the relocation to the commerce park. (From last month's report) I recommend relocating Innovar to the Commerce Park. I met recently with the owners and management of the company and they are extremely amenable to planning an orderly relocation. Certainly, there will be many "i's to dot and t's to cross" but it makes good sense in the intermediate and long term!
- **Hardee Nutritional:** I have been contacted by investors and financing entities related to the company locating in Hardee County. There is still an excellent possibility that the algae producer/processor will materialize on a site in the Commerce Park!
- **Old Ben Franklin property:** Mr. Brown has remained in contact...
- **126 West Main (Utilitech):** We are receiving quotes on the retrofit. Contractors have been slow responding!

- **New company...Studpac, MUSA:** The company is seeking applicants for an initial position to establish operations here in Hardee County. (From last month's report). This project continues to move forward in the planning stage. Company representatives are actively negotiating with a local property/business owner to retrofit the existing facility into a manufacturing facility.
- **New company (Hippo Multipower):** The company has not been able to complete their acquisition and relocation plans at this time, but still plans on relocating to Hardee County! (From last month's report). I recently spoke with the company representative and their business consolidation and financing package should be finalized by the end of May. This company is interested in relocating to Hardee County. We recently spent several hours with this company and they remain committed to relocating from the mid-west to Hardee County. At issue is whether they move to a temporary location or wait on a facility at the commerce park. Regardless, once the move is finalized, they intend to relocate their engineering to this area in advance of manufacturing.
- **Communications Coordinator report from K. Chapman:** Krystin Chapman has been full steam ahead since starting full time. She will present a marketing RFP for board consideration at the August meeting. (From last month's report) Ms. Chapman has agreed to come to work for the EDC fulltime! She continues to focus on the Marketing study and the RFP is almost completed.
- **Utilities consolidation:** We received one response. Sarah Pelham will review with the committee. (From last month's report) The RFQ has been advertised and the responses are due on August 2. Thereafter the selection committee will begin the review/selection process.
- **New Project (Project Prosperity):** No new information. (From last month's report). Negotiations with landowners have been ongoing. (From four months ago) An established company from the west coast of Florida has expressed great interest in relocating to Hardee County. I have proffered a proposal that will, hopefully be presented to the IDA board for consideration soon!
- **USF/Impact Data:** The report is being promulgated and will be completed in August. Thereafter, we will have a joint meeting with the BOCC.

**Our next meeting will be on Tuesday August 10, 2021 at 8:30 am at the Hardee County BOCC!**

Thank you for your service!

Bill

## Hardee County Economic Development

**Balance Sheet**

As of July 31, 2021

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	<u>Jul 31, 21</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
Wauchula State Bank	31,088.08
Total Checking/Savings	<u>31,088.08</u>
Total Current Assets	31,088.08
Fixed Assets	
Accum. Depreciation	-7,205.05
Office Equipment	11,280.66
Total Fixed Assets	<u>4,075.61</u>
<b>TOTAL ASSETS</b>	<b><u>35,163.69</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Equity	
3010 - Unrestrict (retained earnings)	12,580.02
Net Income	22,583.67
Total Equity	<u>35,163.69</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>35,163.69</u></b>

## Hardee County Economic Development

## Profit &amp; Loss

08/05/21

July 2021

Cash Basis

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	<u>Jul 21</u>
Ordinary Income/Expense	
Expense	
023-0 · Life/Health Insurance	4,706.06
025-0 · Payroll Expenses	20,321.89
031-0 · Professional Services	326.45
043-0 · Utilities	173.03
044-0 · Rentals/Leases	2,297.32
045-0 · Insurance	1,228.40
051-0 · Office Supplies	370.54
052-0 · Operating Supplies	31.00
054-0 · Books, Dues, & Subscriptions	996.85
8500 · Misc expenses	
8570 · Advertising expenses	178.76
8500 · Misc expenses - Other	177.32
	<hr/>
Total 8500 · Misc expenses	356.08
	<hr/>
Total Expense	30,807.62
	<hr/>
Net Ordinary Income	-30,807.62
	<hr/>
Net Income	<u><u>-30,807.62</u></u>

## Hardee County Industrial Development Authority

## Balance Sheet

As of July 31, 2021

08/05/21

Accrual Basis

	Jul 31, 21
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
101009 - WSB Sales (GF)	656,848.44
101013 - WSB Mosaic CD	6,101,330.69
101014 - WSB Mosaic Checking	8,068,135.09
<b>Total Checking/Savings</b>	<b>14,826,314.22</b>
<b>Accounts Receivable</b>	
115001 - Accounts Receivable Rental Inc	18,777.44
<b>Total Accounts Receivable</b>	<b>18,777.44</b>
<b>Other Current Assets</b>	
133012 - Fla Hospital Prop for resale	1,174,347.59
133016 - R. Riverter LOC	211,094.04
<b>Total Other Current Assets</b>	<b>1,385,441.63</b>
<b>Total Current Assets</b>	<b>16,230,533.29</b>
<b>Fixed Assets</b>	
<b>Land Available for Sale</b>	
161908 - Original Purchase Hwy 62 Propert	887,943.00
161909 - Original Purchase Park Improvem	16,911.87
161910 - Terrell Property	1,141,500.00
161911 - Original Purchase less propsold	-852,300.81
161912 - Contribution of Lot 13B/improv	90,621.74
161913 - Fair value writedown - FYE 2016	-526,600.00
161914 - Fair Value writedown - FYE 2017	-225,000.00
<b>Total Land Available for Sale</b>	<b>533,075.80</b>
<b>Total Fixed Assets</b>	<b>533,075.80</b>
<b>Other Assets</b>	
<b>Due From Other Funds</b>	
140001 - Due from GF	112,950.89
240000 - Due to SR	-112,950.89
<b>Total Due From Other Funds</b>	<b>0.00</b>
<b>Due From Other Governments</b>	
133001 - Due from EDA	91,269.30
133111 - Due from State of Florida	557,821.50
<b>Total Due From Other Governments</b>	<b>649,090.80</b>
<b>Total Other Assets</b>	<b>649,090.80</b>
<b>TOTAL ASSETS</b>	<b>17,412,699.89</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Other Current Liabilities</b>	
220004 - Sales Tax Payable	6,384.78
220011 - Prepaid Rent - Tech River	48,000.00
<b>Total Other Current Liabilities</b>	<b>54,384.78</b>
<b>Total Current Liabilities</b>	<b>54,384.78</b>
<b>Total Liabilities</b>	<b>54,384.78</b>
<b>Equity</b>	
<b>Fund Balance</b>	
3000 - Nonspendable	552,109.83
3001 - Restrcted for Economic Dev Proj	12,177,746.18



**Hardee County Industrial Development Authority**

**Balance Sheet**

As of July 31, 2021

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	<u>Jul 31, 21</u>
3003 - Unassigned	2,677,355.04
Total Fund Balance	15,407,211.05
32000 - Unrestricted Net Assets	2,538,643.70
Net Income	-587,539.64
Total Equity	<u>17,358,315.11</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>17,412,699.89</u></b>

## Hardee County Industrial Development Authority

## Profit &amp; Loss

08/05/21

July 2021

Accrual Basis

	<u>Jul 21</u>
Ordinary Income/Expense	
Income	
337500 · EDA Proceeds Gen FD	48,230.00
361100 · Interest Income gen fd	51.14
361101 · Interest income Mosaic accts	2,463.45
362001 · Rental Income	50,417.40
369902 · Misc. Income Gen Fd	7,216.39
	<hr/>
Total Income	108,378.38
Expense	
5193100 · Professional Fees Legal	7,056.50
5193105 · Professional Fees	239.80
519320 · Accounting and audit	1,700.00
519321 · Meeting Security	126.00
519322 · Travel	512.04
5193400 · Landscaping and Grounds	4,300.00
5194301 · Utilities	42,852.67
519450 · Insurance Expense	55,763.10
519460 · Repairs and Maintenance GF	24,494.43
5194601 · Repairs and Maintenance	986.35
519840 · Grant expenses	3,500.00
6000 · Capital Outlay	227,837.83
	<hr/>
Total Expense	369,368.72
Net Ordinary Income	-260,990.34
Other Income/Expense	
Other Income	
Sales Tax Collection Allowance	61.92
	<hr/>
Total Other Income	61.92
Net Other Income	61.92
	<hr/>
Net Income	<u><u>-260,928.42</u></u>

3:17 PM

08/05/21

Accrual Basis

**Hardee County Industrial Development Authority**  
**Profit & Loss by Class**  
 July 2021

	Spec Building 10- EDA Grant (General Fund)	Florida Job Growth Grant (General Fund)	Administrative (General Fund)
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
337500 · EDA Proceeds Gen FD	48,230.00	0.00	0.00
361100 · Interest Income gen fd	0.00	0.00	0.00
361101 · Interest income Mosaic accts	0.00	0.00	0.00
362001 · Rental Income	0.00	0.00	0.00
369902 · Misc. Income Gen Fd	0.00	0.00	0.00
<b>Total Income</b>	<b>48,230.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Expense</b>			
5193100 · Professional Fees Legal	0.00	0.00	7,056.50
5193105 · Professional Fees	0.00	0.00	239.80
519320 · Accounting and audit	0.00	0.00	1,700.00
519321 · Meeting Security	0.00	0.00	0.00
519322 · Travel	0.00	0.00	0.00
5193400 · Landscaping and Grounds	0.00	0.00	0.00
5194301 · Utilities	0.00	0.00	0.00
519450 · Insurance Expense	0.00	0.00	0.00
519460 · Repairs and Maintenance GF	0.00	0.00	0.00
5194601 · Repairs and Maintenance	0.00	0.00	0.00
519840 · Grant expenses	0.00	0.00	0.00
6000 · Capital Outlay	0.00	162,896.63	0.00
<b>Total Expense</b>	<b>0.00</b>	<b>162,896.63</b>	<b>8,996.30</b>
<b>Net Ordinary Income</b>	<b>48,230.00</b>	<b>-162,896.63</b>	<b>-8,996.30</b>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
Sales Tax Collection Allowance	0.00	0.00	0.00
<b>Total Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Income</b>	<b>48,230.00</b>	<b>-162,896.63</b>	<b>-8,996.30</b>

**Hardee County Industrial Development Authority**  
**Profit & Loss by Class**  
 July 2021

	Fla Hospital Overhead (General Fund)	Incubator Overhead (General Fund)	Property Management (General Fund)
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
337500 · EDA Proceeds Gen FD	0.00	0.00	0.00
361100 · Interest Income gen fd	0.00	0.00	0.00
361101 · Interest income Mosaic accts	0.00	0.00	0.00
362001 · Rental Income	2,500.00	5,536.20	2,236.99
369902 · Misc. Income Gen Fd	0.00	0.00	0.00
<b>Total Income</b>	<b>2,500.00</b>	<b>5,536.20</b>	<b>2,236.99</b>
<b>Expense</b>			
5193100 · Professional Fees Legal	0.00	0.00	0.00
5193105 · Professional Fees	0.00	0.00	0.00
519320 · Accounting and audit	0.00	0.00	0.00
519321 · Meeting Security	0.00	0.00	0.00
519322 · Travel	0.00	0.00	0.00
5193400 · Landscaping and Grounds	1,600.00	300.00	1,200.00
5194301 · Utilities	0.00	-3,450.24	0.00
519450 · Insurance Expense	9,977.00	0.00	0.00
519460 · Repairs and Maintenance GF	0.00	5,734.00	90.00
5194601 · Repairs and Maintenance	0.00	0.00	0.00
519840 · Grant expenses	0.00	0.00	0.00
6000 · Capital Outlay	0.00	0.00	0.00
<b>Total Expense</b>	<b>11,577.00</b>	<b>2,583.76</b>	<b>1,290.00</b>
<b>Net Ordinary Income</b>	<b>-9,077.00</b>	<b>2,952.44</b>	<b>946.99</b>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
Sales Tax Collection Allowance	0.00	15.64	1.00
<b>Total Other Income</b>	<b>0.00</b>	<b>15.64</b>	<b>1.00</b>
<b>Net Other Income</b>	<b>0.00</b>	<b>15.64</b>	<b>1.00</b>
<b>Net Income</b>	<b>-9,077.00</b>	<b>2,968.08</b>	<b>947.99</b>

**Hardee County Industrial Development Authority**  
**Profit & Loss by Class**  
**July 2021**

08/05/21

Accrual Basis

	Spec Buildings1 & 3(2275&2239) (General Fund)	Spec Building 4 (TechRiver) (General Fund)	Spec Building 5 (2280) (General Fund)
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
337500 · EDA Proceeds Gen FD	0.00	0.00	0.00
361100 · Interest Income gen fd	0.00	0.00	0.00
361101 · Interest income Mosaic accts	0.00	0.00	0.00
362001 · Rental Income	10,872.46	6,000.00	13,241.75
369902 · Misc. Income Gen Fd	0.00	7,216.39	0.00
<b>Total Income</b>	<b>10,872.46</b>	<b>13,216.39</b>	<b>13,241.75</b>
<b>Expense</b>			
5193100 · Professional Fees Legal	0.00	0.00	0.00
5193105 · Professional Fees	0.00	0.00	0.00
519320 · Accounting and audit	0.00	0.00	0.00
519321 · Meeting Security	0.00	0.00	0.00
519322 · Travel	0.00	0.00	0.00
5193400 · Landscaping and Grounds	0.00	0.00	0.00
5194301 · Utilities	0.00	169.50	0.00
519450 · Insurance Expense	0.00	0.00	0.00
519460 · Repairs and Maintenance GF	0.00	303.00	0.00
5194601 · Repairs and Maintenance	0.00	0.00	0.00
519840 · Grant expenses	0.00	0.00	0.00
6000 · Capital Outlay	0.00	0.00	0.00
<b>Total Expense</b>	<b>0.00</b>	<b>472.50</b>	<b>0.00</b>
<b>Net Ordinary Income</b>	<b>10,872.46</b>	<b>12,743.89</b>	<b>13,241.75</b>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
Sales Tax Collection Allowance	17.67	0.00	21.52
<b>Total Other Income</b>	<b>17.67</b>	<b>0.00</b>	<b>21.52</b>
<b>Net Other Income</b>	<b>17.67</b>	<b>0.00</b>	<b>21.52</b>
<b>Net Income</b>	<b>10,890.13</b>	<b>12,743.89</b>	<b>13,263.27</b>

**Hardee County Industrial Development Authority**  
**Profit & Loss by Class**  
 July 2021

	Spec Building 8- Riveter (General Fund)	Winn Dixie Property - GF (General Fund)	General Fund - Other (General Fund)
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
337500 · EDA Proceeds Gen FD	0.00	0.00	0.00
361100 · Interest Income gen fd	0.00	0.00	51.14
361101 · Interest income Mosaic accts	0.00	0.00	0.00
362001 · Rental Income	1,250.00	8,780.00	0.00
369902 · Misc. Income Gen Fd	0.00	0.00	0.00
<b>Total Income</b>	<b>1,250.00</b>	<b>8,780.00</b>	<b>51.14</b>
<b>Expense</b>			
5193100 · Professional Fees Legal	0.00	0.00	0.00
5193105 · Professional Fees	0.00	0.00	0.00
519320 · Accounting and audit	0.00	0.00	0.00
519321 · Meeting Security	0.00	0.00	126.00
519322 · Travel	0.00	0.00	512.04
5193400 · Landscaping and Grounds	0.00	1,200.00	0.00
5194301 · Utilities	121.03	0.00	0.00
519450 · Insurance Expense	0.00	45,786.10	0.00
519460 · Repairs and Maintenance GF	0.00	18,367.43	0.00
5194601 · Repairs and Maintenance	0.00	0.00	0.00
519840 · Grant expenses	0.00	0.00	0.00
6000 · Capital Outlay	0.00	0.00	0.00
<b>Total Expense</b>	<b>121.03</b>	<b>65,353.53</b>	<b>638.04</b>
<b>Net Ordinary Income</b>	<b>1,128.97</b>	<b>-56,573.53</b>	<b>-586.90</b>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
Sales Tax Collection Allowance	6.09	0.00	0.00
<b>Total Other Income</b>	<b>6.09</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Other Income</b>	<b>6.09</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Income</b>	<b>1,135.06</b>	<b>-56,573.53</b>	<b>-586.90</b>

**Hardee County Industrial Development Authority**  
**Profit & Loss by Class**  
 July 2021

	Total General Fund	Ag Test Plot (Special Revenue)	Hospital Retrofit (Special Revenue)
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
337500 · EDA Proceeds Gen FD	48,230.00	0.00	0.00
361100 · Interest Income gen fd	51.14	0.00	0.00
361101 · Interest income Mosaic accts	0.00	0.00	0.00
362001 · Rental Income	50,417.40	0.00	0.00
369902 · Misc. Income Gen Fd	7,216.39	0.00	0.00
<b>Total Income</b>	<b>105,914.93</b>	<b>0.00</b>	<b>0.00</b>
<b>Expense</b>			
5193100 · Professional Fees Legal	7,056.50	0.00	0.00
5193105 · Professional Fees	239.80	0.00	0.00
519320 · Accounting and audit	1,700.00	0.00	0.00
519321 · Meeting Security	126.00	0.00	0.00
519322 · Travel	512.04	0.00	0.00
5193400 · Landscaping and Grounds	4,300.00	0.00	0.00
5194301 · Utilities	-3,159.71	48.00	0.00
519450 · Insurance Expense	55,763.10	0.00	0.00
519460 · Repairs and Maintenance GF	24,494.43	0.00	0.00
5194601 · Repairs and Maintenance	0.00	986.35	0.00
519840 · Grant expenses	0.00	0.00	0.00
6000 · Capital Outlay	162,896.63	0.00	64,941.20
<b>Total Expense</b>	<b>253,928.79</b>	<b>1,034.35</b>	<b>64,941.20</b>
<b>Net Ordinary Income</b>	<b>-148,013.86</b>	<b>-1,034.35</b>	<b>-64,941.20</b>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
Sales Tax Collection Allowance	61.92	0.00	0.00
<b>Total Other Income</b>	<b>61.92</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Other Income</b>	<b>61.92</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Income</b>	<b>-147,951.94</b>	<b>-1,034.35</b>	<b>-64,941.20</b>

**Hardee County Industrial Development Authority**  
**Profit & Loss by Class**  
 July 2021

	IDA Marketing Program (Special Revenue)	Rapid Systems (Special Revenue)	Special Revenue - Other (Special Revenue)
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
337500 · EDA Proceeds Gen FD	0.00	0.00	0.00
361100 · Interest Income gen fd	0.00	0.00	0.00
361101 · Interest income Mosaic accts	0.00	0.00	2,463.45
362001 · Rental Income	0.00	0.00	0.00
369902 · Misc. Income Gen Fd	0.00	0.00	0.00
<b>Total Income</b>	<b>0.00</b>	<b>0.00</b>	<b>2,463.45</b>
<b>Expense</b>			
5193100 · Professional Fees Legal	0.00	0.00	0.00
5193105 · Professional Fees	0.00	0.00	0.00
519320 · Accounting and audit	0.00	0.00	0.00
519321 · Meeting Security	0.00	0.00	0.00
519322 · Travel	0.00	0.00	0.00
5193400 · Landscaping and Grounds	0.00	0.00	0.00
5194301 · Utilities	0.00	45,964.38	0.00
519450 · Insurance Expense	0.00	0.00	0.00
519460 · Repairs and Maintenance GF	0.00	0.00	0.00
5194601 · Repairs and Maintenance	0.00	0.00	0.00
519840 · Grant expenses	3,500.00	0.00	0.00
6000 · Capital Outlay	0.00	0.00	0.00
<b>Total Expense</b>	<b>3,500.00</b>	<b>45,964.38</b>	<b>0.00</b>
<b>Net Ordinary Income</b>	<b>-3,500.00</b>	<b>-45,964.38</b>	<b>2,463.45</b>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
Sales Tax Collection Allowance	0.00	0.00	0.00
<b>Total Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Income</b>	<b>-3,500.00</b>	<b>-45,964.38</b>	<b>2,463.45</b>



**Hardee County Industrial Development Authority**  
**Profit & Loss by Class**  
 July 2021

	Total Special Revenue	TOTAL
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
337500 · EDA Proceeds Gen FD	0.00	48,230.00
361100 · Interest Income gen fd	0.00	51.14
361101 · Interest income Mosaic accts	2,463.45	2,463.45
362001 · Rental Income	0.00	50,417.40
369902 · Misc. Income Gen Fd	0.00	7,216.39
<b>Total Income</b>	2,463.45	108,378.38
<b>Expense</b>		
5193100 · Professional Fees Legal	0.00	7,056.50
5193105 · Professional Fees	0.00	239.80
519320 · Accounting and audit	0.00	1,700.00
519321 · Meeting Security	0.00	126.00
519322 · Travel	0.00	512.04
5193400 · Landscaping and Grounds	0.00	4,300.00
5194301 · Utilities	46,012.38	42,852.67
519450 · Insurance Expense	0.00	55,763.10
519460 · Repairs and Maintenance GF	0.00	24,494.43
5194601 · Repairs and Maintenance	986.35	986.35
519840 · Grant expenses	3,500.00	3,500.00
6000 · Capital Outlay	64,941.20	227,837.83
<b>Total Expense</b>	115,439.93	369,368.72
<b>Net Ordinary Income</b>	-112,976.48	-260,990.34
<b>Other Income/Expense</b>		
<b>Other Income</b>		
Sales Tax Collection Allowance	0.00	61.92
<b>Total Other Income</b>	0.00	61.92
<b>Net Other Income</b>	0.00	61.92
<b>Net Income</b>	<b>-112,976.48</b>	<b>-260,928.42</b>

## Hardee County Industrial Development Authority

## Balance Sheet

As of July 31, 2021

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	<u>Jul 31, 21</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
Ona Mine- Mosaic	3,539,631.43
Total Checking/Savings	<u>3,539,631.43</u>
Total Current Assets	<u>3,539,631.43</u>
<b>TOTAL ASSETS</b>	<b><u>3,539,631.43</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Equity	
Retained Earnings	2,851,323.74
Net Income	688,307.69
Total Equity	<u>3,539,631.43</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>3,539,631.43</u></b>

Hardee County Industrial Development Authority

Profit & Loss

July 2021

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	<u>Jul 21</u>
Ordinary Income/Expense	
Income	
Interest Income	93.68
Total Income	93.68
Expense	
Grant Expenditures	
Carlton Street	132,464.20
Total Grant Expenditures	132,464.20
Total Expense	132,464.20
Net Ordinary Income	-132,370.52
Net Income	<u><u>-132,370.52</u></u>