



MINUTES

Hardee County Economic Development Council Hardee County Industrial Development Authority

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

3/09/2021 8:30 AM

BOARD MEMBERS

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

1. Call to Order

Attendee Name	Title	Status	Arrived
Tommy Watkins	Chairman	Present	
Denise Grimsley	Vice-Chairman	Present	
Courtney Green	Board Member	Present	
Calli Ward	Board Member	Present	
Gene Davis	Board Member	Present	
Justin Smith	Board Member	Present	
Lee Mikell	Board Member	Present	
Bill Lambert	Economic Development Director	Present	
Kristi Schierling	Economic Development Office Manager	Present	
Sarah W Pelham	Economic Development Corrdinator	Present	

Visiting: Wade Sansbury, Bruce Stayer, Terry Atchley, Sharon Moye and Michael Kelly
County Commissioners: Noey Flores and Sandy Meeks
County Manager: Lawrence McNaul

2. Approval of Agenda

Item 2.1. Motion to approve the agenda with the changes made.

The EDA grant award agreement and grant administration agreement need to be added to the agenda. This would be the new 4.2 and everything else would be moved down.

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

RESULT:	APPROVED [UNANIMOUS]
MOVER:	Denise Grimsley, Vice-Chairman
SECONDER:	Courtney Green, Board Member
AYES:	Watkins, Grimsley, Green, Ward, Davis, Smith, Mikell

3. Approval of Minutes

Item 3.1. February 2021 Minutes

RESULT:	APPROVED [UNANIMOUS]
MOVER:	Calli Ward, Board Member
SECONDER:	Lee Mikell, Board Member
AYES:	Watkins, Grimsley, Green, Ward, Davis, Smith, Mikell

4. Agenda Items

Item 4.1. FYE 2020 Draft Financial Audit Presentation

Wade Sansbury with Mauldin & Jenkins was before the board today to present the financial audit for FYE 2020. We received an unmodified opinion. The audit went very well. There were no material weaknesses or significant weaknesses. The Management's Discussion and Analysis gives the highlights and overview of the financial statements. This begins on page 3. There was one adjustment that was deemed immaterial and passed on.

RESULT:	RECEIVED [UNANIMOUS]
AYES:	Watkins, Grimsley, Green, Ward, Davis, Smith, Mikell

2. *Add-on Agenda Item - Feasibility Study*

Sarah Pelham reminded the board that this was pulled off of last month's agenda. The EDA agreement is between the EDA and City of Wauchula, City of Bowling Green, Town of Zolfo Springs, and the Hardee BOCC for the Utilities Consolidation Project Attorney Shannon Nash created a grant administration agreement between the IDA and the City of Wauchula, City of Bowling Green, Town of Zolfo Springs, and the Hardee County BOCC. This agreement states that the IDA shall provide the funding and grant administration services for the project. All parties have signed the agreements. The Central Florida Regional Planning Council is assisting in the development of a RFP.

Item 4.2.1. Motion to receive and acknowledge the EDA Grant Award Agreement

RESULT:	APPROVED [UNANIMOUS]
MOVER:	Calli Ward, Board Member
SECONDER:	Lee Mikell, Board Member
AYES:	Watkins, Grimsley, Green, Ward, Davis, Smith, Mikell

Item 4.2.2. 2nd Motion

Motion to approve and authorize the Chair to sign the grant administration agreement.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	Calli Ward, Board Member
SECONDER:	Lee Mikell, Board Member
AYES:	Watkins, Grimsley, Green, Ward, Davis, Smith, Mikell

Item 4.3. USF Economic Impact Study- Professional Services Agreement

The scope of work was provided last month to the board. This month we have the agreement for professional services to engage them. Sarah Pelham provided more information on what the report is going to consist of. This is going to be an economic and fiscal impact analysis of the IDA's project between the years of 2016 through the end of 2020. Some of the things that they will be looking at is the direct and indirect revenues of the operations and the projects from the construction of the project as well as the operations, direct and indirect jobs, tax revenue, sales tax, property tax, utility revenue, any other taxes or fees the County benefited from. They will also look at the IDA's operating cost and incentive provided. Sarah will be gathering all of the information needed and give it to them to calculate. They will give a good in depth report of the incentives provided and the return on investment.

Shannon Nash noted that the agreement provided today still needs the public records language added. If the board decides to approve this today, it needs to be done so subject to legal review for the adding in of the language.

The cost is \$26,290.

Calli Ward made a motion and was seconded by Justin Smith to approve the agreement subject to legal review.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	Calli Ward, Board Member
SECONDER:	Justin Smith, Board Member
AYES:	Watkins, Grimsley, Green, Ward, Davis, Smith, Mikell

Item 4.4. Techriver Proposal

A local company by the name of Kinbro is interested in the Techriver building. Kinbro is owned by Thomas Trevino. Director Lambert has offered a \$1.2million lease purchase. There are currently around 150 employees with 80-90 being Hardee County residents. Thomas will be operating Kinbro and his administrative duties of his other businesses out of this building. Director Lambert said that any employees hired from June 2020 to current will be counted as new employees. The lease will be with Kinbro.

The County will be finished giving vaccines by March 15 and will be completely out by March 22.

Director Lambert will move forward and continue working with Kinbro.

RESULT:	CONTINUED [UNANIMOUS]
AYES:	Watkins, Grimsley, Green, Ward, Davis, Smith, Mikell

Item 4.5. PR/Marketing Position Discussion

We do have a deficiency with communication with the public. We have been discussing some type of communication program. Director Lambert has not stopped talking to Krystin Chapman about her previous employment with us. She was with us for a couple of years and continues to do work with the community and other private companies. Krystin has continued to work with Main Street Wauchula. Her degree is in communications. Director Lambert would like to utilize her services to catch up on communications using social media, the Herald Advocate and our website. Director Lambert has a list of projects that she could begin to work on. He would like to hire her on a temporary basis until school is out. It would be done part time, possibly 15-20 hours a week. During this period, we will come up with a permanent position. Pay would be \$25/hour with no benefits. Discussion was had regarding also possibly hiring an actual firm to help with

marketing/communications. Chair Watkins believes we should hire this position and our office should start looking for a marketing firm to work with.

Calli Ward made a motion and was seconded by Lee Mikell to approve this position at \$25/hr through July 31.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	Calli Ward, Board Member
SECONDER:	Lee Mikell, Board Member
AYES:	Watkins, Grimsley, Green, Ward, Davis, Smith, Mikell

5. Project Updates

Item 5.1. Director's Report

Director Lambert read through each item of his report.

6. Financial Report

Item 6.1. January 2021 IDA Financials

Lee Mikell made a motion and was seconded by Calli Ward to accept the IDA financials for January 2021.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	Lee Mikell, Board Member
SECONDER:	Calli Ward, Board Member
AYES:	Watkins, Grimsley, Green, Ward, Davis, Smith, Mikell

Item 6.2. February 2021 EDC/IDA Financials

Courtney Green made a motion and was seconded by Lee Mikell to accept the February 2021 EDC and IDA financials.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	Courtney Green, Board Member
SECONDER:	Lee Mikell, Board Member
AYES:	Watkins, Grimsley, Green, Ward, Davis, Smith, Mikell

7. Announcements/Other Business/Public Comments

Commissioner Noey Flores spoke.

Commissioner Sandy Meeks spoke

8. Adjournment