



**HARDEE COUNTY**  
ECONOMIC DEVELOPMENT COUNCIL

# Minutes

**Hardee County Economic Development Council  
Hardee County Industrial Development Authority**

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## **Regular Meeting**

**June 21, 2022 at 8:30 AM**

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

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### **Board Members**

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Gene Davis, Chair Pro Temp  
Calli Ward, Board Member  
Courtney Green  
Lee Mikell  
Barney Cherry



**HARDEE COUNTY**  
INDUSTRIAL DEVELOPMENT AUTHORITY

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**1. CALL TO ORDER**

Attendee Name	Title	Status	Arrived
Gene Davis	Chair Pro Temp	Present	
Calli Ward	Board Member	Present	
Courtney Green	Board Member	Present	
Lee Mikell	Board Member	Present	
Barney Cherry	Board Member	Present	

**Visiting:** Noey Flores, Bruce Stayer, Alan Mancini, Sharon Moye, Todd Miller, Michael Kelly, Chris Gutierrez, Glenn Blankenstaff, and Victoria Rogers.

**Staff:** Bill Lambert, Kristi Schierling, Sarah Evers, Justin Smith and Krystin Chapman

**EDC/IDA Attorney:** Shannon Nash

**2. APPROVAL OF AGENDA**

1. Motion to approve the agenda as presented

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>MOVER:</b>	Lee Mikell, Board Member
<b>SECONDER:</b>	Courtney Green, Board Member
<b>AYES:</b>	Davis, Ward, Green, Mikell, Cherry

**3. APPROVAL OF MINUTES**

1. **Attorney Nash** -May 2022 EDC/IDA Minutes

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

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>MOVER:</b>	Courtney Green, Board Member
<b>SECONDER:</b>	Lee Mikell, Board Member
<b>AYES:</b>	Davis, Ward, Green, Mikell, Cherry

**4. AGENDA ITEMS**

1. **Attorney Nash** -Election of Chair

Attorney Nash opened the floor for nominations for Chair. Barney Cherry nominated Lee Mikell as Chair. There were no other nominations. Motion passed unanimously.

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>AYES:</b>	Davis, Ward, Green, Mikell, Cherry

2. **Attorney Nash** -Election of Vice Chair

Attorney Nash opened the floor for nominations for Vice Chair. Gene Davis nominated Barney Cherry. There were no other nominations. Motion passed unanimously.

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>AYES:</b>	Davis, Ward, Green, Mikell, Cherry

3. Discussion and Choosing of Bank Signers

Justin Smith opened the discussion that we needed to update the account signers with the resignation of Tommy Watkins and retirement of Bill Lambert. Denise Grimsley will stay on since she is moving from the board to a staff position. Gene Davis and Calli Ward are current signers on the account. All checks require two signers.

Calli Ward made a motion and was seconded by Courtney Green to add W. Lee Mikell and Barney Cherry to all accounts as signers replacing Tommy Watkins and Bill Lambert.

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>MOVER:</b>	Calli Ward, Board Member
<b>SECONDER:</b>	Courtney Green, Board Member
<b>AYES:</b>	Davis, Ward, Green, Mikell, Cherry

4. FHERO Funding Request for FY 2022-2023

Justin Smith reminded the board that FHERO is the economic development organization for the region. Each county pays dues. The request for FY 2022-2023 is \$2500.

Calli Ward made a motion and was seconded by Gene Davis to approve the funding request in the amount of \$2500.

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>MOVER:</b>	Calli Ward, Board Member
<b>SECONDER:</b>	Gene Davis, Chair Pro Temp
<b>AYES:</b>	Davis, Ward, Green, Mikell, Cherry

5. **Attorney Nash** -Amendment #1 to the Agreement for Sale and Purchase of Real and Personal Property (Incubator)

Shannon Nash reviewed the amendment with the Board. The potential buyers are still working on surveying and legal description. They have requested an extension of July 28, 2022 to get this work completed. Justin Smith was asked if this time frame was enough time to get it completed and he said that the buyers are the ones that requested the date and are confident it will be completed by then.

Courtney Green made a motion and was seconded by Barney Cherry to approve the First Amendment and allow the Chair to sign.

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>MOVER:</b>	Courtney Green, Board Member
<b>SECONDER:</b>	Barney Cherry, Board Member
<b>AYES:</b>	Davis, Ward, Green, Mikell, Cherry

6. **Alan Mancini** -Mancini Packing Company Presentation

Our office has been working with The Mancini Company for a little while now. Justin let the board know that there is no ask here today from the company. We are only looking to continue moving forward with them.

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Alan Mancini was before the board today with a presentation. Mr. Mancini gave a brief background of the company. The packing company has been around since 1922 and moved to Hardee County in 1939. It is a 100 year old brand in its 3rd generation of family ownership. They have begun facing issues. Their sales, marketing and promotions have been declining. There is a lack of cash flow and cash reserves. As with many other businesses, COVID has hit them with multiple issues. They will be unable to survive with business as usual. Mr. Mancini is looking to put together an A team of people. By doing so he hopes to reestablish customer relationship and establish new ones, see sales growth and reclaim past private label/copacking contracts.

The board asked questions of Alan Mancini. They would like to open back up with 15-25 employees and then ramp up quickly. They are currently out of product and stock. If one of their deals is approved, they could be started back up very quickly.

While having previous discussions with Mancini, Justin said that they (Mancini Company) did not want the brand and its manufacturing to leave the County. Alan Mancini came back to us to discuss options. The easiest thing for us to do in order to help them would be our traditional lease purchase program. We would take possession of the real estate and lease it back to them and give them job creation credit. Today we would like to have permission to continue working with them and bring a contract back to the board for the real property. Our investment would only be in the real property, building and land. We would not own any of the equipment.

Calli Ward made a motion and was seconded by Barney Cherry to allow staff to continue to move forward with the appraisal and negotiations with The Mancini Company.

<b>RESULT:</b>	<b>APPROVED [UNANIMOUS]</b>
<b>MOVER:</b>	Calli Ward, Board Member
<b>SECONDER:</b>	Barney Cherry, Board Member
<b>AYES:</b>	Davis, Ward, Green, Mikell, Cherry

**5. DIRECTOR REPORTS**

Justin Smith provided his monthly update to the board.

Professors and grad students came and spent a day touring the County with Sarah and Krystin. It was very eye opening for them to come and see the County. Pacer Marine's new building has been issued the CO. We will plan to have a ribbon cutting in August. Staff attended the FEDC annual conference in St. Pete. Krystin did a presentation to the Rotary Club. A meet and greet was held at our office for our new representative Kaylee Tuck. We were featured in an ad in Florida Trend highlighting Hardee County and Florida's rural communities. Our office has started working on a strategic plan. Lastly, Kristi will be emailing the board a link for a site. This is how DEO is going to be collecting a lot of its data on what broadband abilities we have throughout the state, specifically in rural areas. There is a speed test on this link that needs to be taken. It only takes a few minutes to complete. This is very important as federal monies become available. This will help decide how they will allocate the monies.

**6. FINANCIAL REPORT**

**1. Kristi Schierling -May 2022 EDC/IDA Financials**

Barney Cherry made a motion and was seconded by Gene Davis to approve the May 2022 EDC/IDA Financials as presented.

<b>RESULT:</b>	<b>ACCEPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Gene Davis, Barney Cherry
<b>AYES:</b>	Davis, Ward, Green, Mikell, Cherry

**7. ANNOUNCEMENTS/OTHER BUSINESS/PUBLIC COMMENTS**

**8. ADJOURNMENT**