

## PENSACOLA-ESCAMBIA PROMOTION & DEVELOPMENT COMMISSION

April 17, 2018 – Co:Lab, 3<sup>rd</sup> Floor Conference Room

418 W Garden Street - 3rd Floor Conference Room - Pensacola, Florida 32502



**Members Present:** Chairman Lewis Bear Jr., Vice Chair Clorissti Johnson, Secretary/Treasurer Dave Hoxeng, Henry Hawkins (Called in), and Andy Terhaar

**Absent Members:** Adam Principe, Jeff Bergosh, and Steven Barry

**Staff:** Attorney Richard Sherrill, Scott Luth, Danita Andrews, Kelly Reeser, Sena Maddison, and Hailey Cyrille

**Guest:** Keith Hoskins, Chuck Branch, Cindy Anderson, Bob Bennett, Sheryl Rehberg and Matt Coughlin

1. **Call to Order:** Meeting was called to order at 2:04 PM.
2. **Public Comment:** Lewis Bear Jr. asked if there was any public comment. There was none.
3. **Action Items**
  - a. **Approval of February 20 Minutes:** Dave Hoxeng informed the board members that there is a typo in section C article 1, tenet need to be changed to tenant. It was MOVED by Dave Hoxeng and SECONDED by Clorissti Johnson to approve the February 20<sup>th</sup> minutes with the above stated correction. The motion passed unanimously.
  - b. **Approval of April 4<sup>th</sup>, 2018 Minutes:** After discussion with no changes, it was MOVED by Dave Hoxeng and SECONDED by Clorissti Johnson to approve the April 4<sup>th</sup> minutes. The motion passed unanimously.
  - c. **Approval of March 31st, 2018 Financials:** Scott Luth discussed budget, income, and expenses details. Scott Luth informed the board members of the audit and legal fees and the remaining amount that will be available from the FDOT grant. It was MOVED by Lewis Bear Jr. and SECONDED by Clorissti Johnson and Dave Hoxeng. The motion passed unanimously.
  - d. **Approval Bluffs – Engineering RFP:** Cindy Anderson gave an update on the status of the current FDOT grant. Scott Luth gave the board an overview of the on-going FDOT grant and what board action should be taken to submit and close out the project. Next, Scott Luth and Cindy Anderson discussed the status of the new FDOT grant and gave a recommendation to execute the proposed contract for engineering services with Baskerville-Donovan. After further dialogue and then guidance from Attorney Richard Sherrill, it was MOVED by Clorissti Johnson and SECONDED by Dave Hoxeng to finalize the forms of the engineering agreement and to move forward with a resolution authorizing Chairman Lewis Bear Jr. to sign all required documents. The motion passed unanimously.
4. **Discussion Items**
  - a. **Gulf Power presentation on NextSite retail initiative:** Lewis Bear Jr. introduced Keith Hoskins, the Western District General Manager of Gulf Power to further inform the board members of a new partnership between Gulf Power and a research and marketing firm called NextSite. Chuck Branch the Managing Partner of NextSite has spent the last 20 of his career in Commercial Development, Research and Marketing. NextSite's

process is to, first to focus on Research/Marketing Analysis. Second, is to identify realistic retail targets. Third, Marketing and Recruiting. Lastly, to provide detailed results. NextSite tries to focus on identifying what helps to promote retail and economic growth. Chuck Branch stressed that he likes to redevelop existing structures and if needed creating new structures. After a long and in-depth conversation, Lewis Bear Jr. thanked Chuck Branch for his detailed presentation.

**b. Triumph/Legislative Funding Requests:**

- i **Tech Park-UWF:** Dave Hoxeng suggested that we invest in fixing the fence at the Tech Park due to it not looking appealing. Scott Luth updated the members about repairing, painting, and water pressuring the fence. Dave Hoxeng suggested that we fix the missing and broken boards and cosmetically enhance the Tech Park. The board then discussed the need for park regulations to address some of the trespassing and parking issues at the park. Scott Luth suggested that the board adopt all or some of the City Park Regulations. Lewis Bear Jr. appointed Dave Hoxeng to work with Scott Luth to create a written policy and regulation for the Tech Park during after-hours.
- i **The Bluffs:** Scott Luth updated the board members of the progress of The Bluffs Triumph grant request, which was approximately \$8 million. The first section of the road will span from Beck's Lake Rd. until the first water crossing, which is approximately 1.5 miles. Scott also reminded the board of this past year's legislative funding for the Bluffs which was approved for a half a million-dollars. Dave Hoxeng asked if there will be 4 or 2 lanes at The Bluffs. Scott Luth informed Dave Hoxeng that originally, we will start off with a 2-lane road that will expand into a 4-lane road.
- ii **Greater Pensacola Career Pathways:** Scott Luth informed the board members of the positive feedback that he has received on the \$1.8 million Florida Job Growth grant, and the \$3 million Triumph grant for workforce development programs. Both grants were submitted as part of our workforce development partnership with CareerSource Escarosa, Escambia County School District, Pensacola State College, and George Stone Technical Center.

**c. Economic Development Strategy Update:** Scott Luth updated the board members about the 5-year Strategic Plan that he and John Hutchinson have been drafting and outlining. John Hutchinson referred to the 5-year Strategic Plan and suggested that once done, the next step should be to sit down with some of the county commissioners. Lewis Bear Jr. suggested that we show PEDC responsibilities separate from FloridaWest when update the 5-year Strategic Planning documents.

**d. Business Development Report:**

- i Scott Luth informed the board members of the city and port prospective clients.

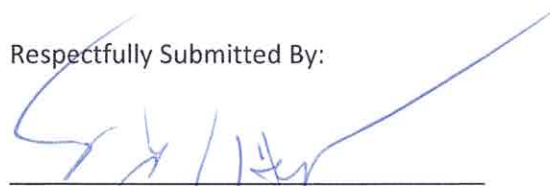
- ii Scott Luth expressed a potential clients interest in a space at The Bluffs. They're requesting 70,000 sq ft building, that will originally start off as an expansion but could possibly lead to this client transferring their company to Pensacola, FL.
- iii Scott Luth updated the board members of the status of Project Fisher. Scott Luth informed the board members that we might have to make some adjustments and shift the start date.
- iv Scott Luth informed the board members that we have picked up 4 additional clients.
- v Dave Hoxeng asked about VT MAE. Scott Luth informed the board members that VT MAE is actively looking for candidates. As of April 17, 2018, they have hired 25 employees. VT MAE has scheduled June 8, 2018 as the day of their open house and they are projecting to have 125-150 employees on staff. Lewis Bear Jr. inquired about traffic that will occur due to the VT MAE contract. Scott Luth responded that the city is aware of the potential issue and is working with VTMAE.
- vi **Co: Lab:** Kelly Reeser informed the board members on available leasing space, tenet information, and about a new partnership with local entrepreneurs in the," One Million Cups" venture, which allows entrepreneurs to network and be recognized. As of April 17, 2018, Co: Lab is at 100% occupancy.

e. Lewis Bear Jr. asked if there we any other business. There was none.

Adjourn: The meeting was adjourned at 3:36 pm.

**The next PEDC Board of Director's Meeting will take place on May 15, 2018 at 10:00 am**

Respectfully Submitted By:



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Dave Hoxeng, Secretary-Treasurer  
Pensacola-Escambia Promotion & Development Commission