



PENSACOLA-ESCAMBIA PROMOTION & DEVELOPMENT COMMISSION

June 19th, 2018 10:00 AM – Co:Lab, 3rd Floor Conference
Room 418 W Garden Street - Pensacola, Florida

PEDC AGENDA

1. Call to Order
Lewis Bear, Jr.
2. Public Notice/Comment
Lewis Bear, Jr.
3. Action Items
 - a. Approval of April 17th, 2018 Minutes
Lewis Bear, Jr.
 - b. Approval of May 31st, 2018 Financials
Scott Luth
 - c. Approval Pensacola Technology Park Regulations
Dave Hoxeng
 - d. Approval FTZ Operator Agreement (IHC America)
Scott Luth
4. Discussion Items (No Board Action Anticipated)
 - a. Bluffs FDOT Grant Closeout Presentation
Baskerville-Donovan
 - b. Economic Development Strategy Review
Lewis Bear, Jr.
 - c. Business Development Reports
Scott Luth
 - d. Other Business
Lewis Bear, Jr.
5. Adjourn
Lewis Bear, Jr.

Next Meeting:

July 17th 10:00 am – 11:30 am

PENSACOLA-ESCAMBIA PROMOTION & DEVELOPMENT COMMISSION

April 4th 2018 – UWF Innovation Institute
321 N. DeVilliers Street, Pensacola, FL 32501



Board attendees: Chairman Lewis Bear, Jr., Vice Chair Clorissti Johnson, Steven Barry, Secretary/Treasurer Dave Hoxeng, Henry Hawkins, and Adam Principe

Board members not in attendance: Jeff Bergosh and Andy Terhaar

Staff: Attorney Richard Sherrill, Scott Luth, Sena Maddison,

1. **Call to Order:** Meeting was called to order at 8:45 AM.
2. **Public Comment:** Lewis Bear Jr. asked if there was any public comment. There was none.
3. **Action Items**
 - a. **Acceptance of Bluffs Owners Rep Contract:** Scott Luth and Attorney Richard Sherrill informed the board members of the documents related to the contract for service with Ms. Cindy Ward Anderson. After further discussions, it was MOVED and SECONDED by passage of a resolution to authorize Chairman Lewis Bear, Jr. to execute the required documents and end enter in a contract for service. The motion passed unanimously.
4. **Adjourn: The meeting was adjourned at 9:00 AM.**

The next PEDC Board of Director's Meeting will take place on April 17th, 2018 at 10:00 am

Respectfully Submitted By:

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

PENSACOLA-ESCAMBIA PROMOTION & DEVELOPMENT COMMISSION

April 17, 2018 – Co:Lab, 3rd 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 20th minutes with the above stated correction. The motion passed unanimously.
 - b. **Approval of April 4th, 2018 Minutes:** After discussion with no changes, it was MOVED by Dave Hoxeng and SECONDED by Clorissti Johnson to approve the April 4th 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 as well as 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, focus on Research/Marketing Analysis. Second, identify realistic retail targets. Third, address Marketing and Recruiting. And lastly, 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 to address curb appeal. Scott Luth updated Board 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. to 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 updating 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 client's interest in a space at The Bluffs. They're requesting 70,000 sq ft building that will originally serve 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 for their open house, and they are projecting 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 was 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:

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

Pensacola Escambia County Promotion & Development Comm
Profit & Loss Budget Performance
 October 2017 through May 2018

	Oct '17 - May 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4000 · City of Pensacola Income	112,500.00	150,000.00	-37,500.00	75.0%
4100 · Escambia County Income	412,500.00	550,000.00	-137,500.00	75.0%
Total 4520 · FOIL Income	590,900.00	3,000,000.00	-2,409,100.00	19.7%
4800 · Interest Income	0.00	400.00	-400.00	0.0%
4900 · Investment Income-Deferred Comp	0.00	9,600.00	-9,600.00	0.0%
Total Income	1,115,900.00	3,710,000.00	-2,594,100.00	30.08%
Gross Profit	1,115,900.00	3,710,000.00	-2,594,100.00	30.08%
Expense				
5004 · Economic Development	450,000.00	600,000.00	-150,000.00	75.0%
5010 · Foreign Trade Zone	0.00	2,000.00	-2,000.00	0.0%
5100 · Audit Fees	10,000.00	7,500.00	2,500.00	133.33%
5310 · Insurance - D&O Liability	667.39	1,200.00	-532.61	55.62%
5320 · Legal Expenses	3,270.00	5,000.00	-1,730.00	65.4%
5330 · Bank Service Charges	0.00	2,000.00	-2,000.00	0.0%
5340 · Special District Fees	225.00	200.00	25.00	112.5%
5400 · Technology Park Expenses	19,778.65	81,500.00	-61,721.35	24.27%
5420 · FOIL Expenses	677,667.50	3,000,000.00	-2,322,332.50	22.59%
5600 · Miscellaneous Expense	138.75	1,000.00	-861.25	13.88%
5900 · Withdrawals- Deferred Comp Fund	0.00	9,600.00	-9,600.00	0.0%
Total Expense	1,161,747.29	3,710,000.00	-2,548,252.71	31.31%
Net Ordinary Income	-45,847.29	0.00	-45,847.29	100.0%
Net Income	-45,847.29	0.00	-45,847.29	100.0%

Pensacola Technology Park Regulations

**South of East Chase Street between Florida Blanca Street and 9th Avenue
Private Property owned by PEDC. Administered by FloridaWest.**

Please keep this property litter-free, safe and beautiful by leaving it as you would like to find it. If you have comments or suggestions, please call the FloridaWest at 850-898-2201.

- Usage hours allowed are sunrise to sunset. Outside these times, No Trespassing.
- Alcoholic beverages are prohibited.
- Motor vehicles are restricted to roadways and designated parking areas.
- No go-carts, dirt bikes or dune buggies are allowed.
- Golf is prohibited.
- Pet owners are responsible for cleaning up after their pets.
- All pets must be on a leash.
- The discharging of fireworks, rockets or other incendiaries are prohibited.
- No peddling, advertising, handbills or signboards are permitted.
- Destruction or damage to trees, shrubs, turf, grounds, fences, buildings or other structures or properties is prohibited.
- There is no day or overnight camping allowed.
- Open fires are not allowed.
- If you see a condition that is a safety concern, i.e. a tree limb that has come down or something is broken, please call the FloridaWest at 850-898-2201.

If you observe anyone vandalizing or destroying property in the park, please call 911 immediately.

Pensacola Escambia County Promotion & Development Comm

Balance Sheet

As of May 31, 2018

May 31, 18

ASSETS

Current Assets

Checking/Savings

1010 · Checking - Compass

753,900.42

Total Checking/Savings

753,900.42

Total Current Assets

753,900.42

Fixed Assets

1500 · Land

8,325,000.00

1600 · Land Improvements

3,243,106.03

1799 · Allowance for Fair Value Adj

-5,718,106.03

Total Fixed Assets

5,850,000.00

TOTAL ASSETS

6,603,900.42

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Other Current Liabilities

2122 · Tech Park Payable - County LOC

2,168,065.98

Total Other Current Liabilities

2,168,065.98

Total Current Liabilities

2,168,065.98

Total Liabilities

2,168,065.98

Equity

32000 · Unrestricted Net Assets

4,368,174.53

3202 · Economic Development Projects

61,198.00

3203 · Commerce Park Impr/Mktg

52,309.20

Net Income

-45,847.29

Total Equity

4,435,834.44

TOTAL LIABILITIES & EQUITY

6,603,900.42