



MINUTES – July 25, 2018

FloridaWest Economic Development Alliance – Board of Director’s Meeting
Co: Lab- 418 W Garden Street - 3rd Floor Conference Room

Members Present: Wendell Smith, Rebecca Ferguson, Karen Sindel, Lewis Bear, Jim Waite, Donnie McMahon, Bonita Player, Tim Haag

Associate Members Present:

Staff Present: Scott Luth, Kelly Reeser, Danita Andrews, Sena Maddison, Melissa Stoker, Clancy Bambrick

Members Not Present: Jonathan Tucker

Public Citizens Present: Dottie Dubuisson, John Hutchinson, Ann Hill, Teresa Hill, DC Reeves, Jonathan Owens, Drew Buchanan, Jaclyn Rogers

1. **Call to Order:** The meeting was called to order by President Wendell Smith at 2:00pm
2. **Public Notice:** This meeting was publicly noticed on July 13, 2018.
3. **Public Comment:** President Wendell Smith asked the room if there was any public comment. There were none.
4. **Action Items**
 - a. **Approve June 28th, 2018 Meeting Minutes:** Modification to minutes made to remove John Hutchinson from list of “Staff Present” to “Public Citizens Present”. With modification, a motion to move was made by Karen Sindel, and SECONDED by Rebecca Ferguson. The motion passed unanimously.
 - b. **Approve June Financials:** Scott Luth presented the financials to the board. After Scott Luth briefed the board members in detail about the June financials, it was MOVED by Donnie McMahon and SECONDED by Karen Sindel to approve June financials. The motion passed unanimously.
5. **Discussion Items:**
 - a. **Strategic Planning Update:** A modification was made to the document to include more transparency on efforts for diversity. Scott Luth indicated that FloridaWest has been invited to present at the Committee of the Whole on August 9th at an unknown time. He requested Board member participation. Karen Sindel volunteered to participate. Other Board members were encouraged to send Scott Luth an email if interested in participating. Lewis Bear requested more details on the presentation time/location/etc.
 - b. **City County Budget Updates:** FloridaWest increased their request from the county from \$500k to \$600k. FloridaWest has been moved from the general fund to the LOST funding this year. The City and Mayor’s office have released their budgets, which listed FloridaWest at the \$600k ask. Scott Luth will work with Rebecca Ferguson to see about getting on the City agenda during the August 1-3 meetings.

c. ED Project Updates

- i. **Cybersecurity Implementation Update:** FloridaWest has reached out to Bob David. Scott Luth has his updated/revised contract for services, which closely matches the contract the Board authorized. Karen Sindel has reviewed. Rebecca Ferguson will review as well. Once done, Scott Luth will execute the contract and update the Board accordingly.
- ii. **Co:Lab:** Currently at 82% occupancy on the 2nd and 3rd floors, a selection committee is meeting Thursday, July 26th regarding a potential tenant, which will increase that usage. There are 5 potential tenants, and the hope is that with new renovations of the 1st floor, more potential tenants can be served. Scott Luth reviewed the floor plans for the renovations as well as the proposed budget/costs. After discussion amongst the Board, it was determined that the best progress forward is to modify the current year's budget to allow for the renovation expenses. Lewis Bear motioned to make the budget amendment in order to complete the project. Donnie McMahon seconded. The motion passed unanimously.
A CoLab tenant presented at 1Million Cups this morning at the CoWork Annex. ITEN Wired planning is in high gear for October 1-2.
- iii. **Business Development:** There are currently 42 potential clients in the FloridaWest pipeline including RFPs. A total of 25 proposals have been answered thus far, which is close to where we normally trend for this time of year. There have been 15 site visits, which is up significantly over this time last year. Out of 24 active projects, 17 are recruitment and 7 are expansions. Since the June 8th ST Engineering Project announcement, there are 130 employees on site. A total of 50 have been hired from our region, 22 are here to train from other areas, and the remainder are people from our region who were previously commuting to Mobile but now work in their home city. The goal is to have a total of 150 employees on site by the end of the calendar year. They are tracking well and pleased with the local market. As a result, they are beginning to explore Phase II of the project. FloridaWest is working with the City and Mayor's team to lock in the balance of the funds needed for the \$300M+ project.
Scott Luth returned from Farnborough after a productive trip with 2-3 RFPs for follow up.
FloridaWest worked with Incoa regarding opportunity at the Port of Pensacola for months. City Council met this past week and made a unanimous vote to move forward with due diligence and then negotiate a lease in good faith. Scott Luth has already met with Eric Olson once to move that project along with plans to meet again.
- iv. **Marketing/Workforce:** Sena Maddison indicated that she has provided a list of all awards won for The Bluffs project in today's packet.

d. ED Calendar Review:

- e. Triumph/Legislative Funding Requests:** Escambia County School District is still to be determined. The hope is to see unique immersion opportunities for students through this Triumph ask along with a deeper reach to younger kids in the education process.

Bluffs Road Construction Triumph ask will be in the coming months.

UWF put in for a cybersecurity innovation ask from Triumph, which Scott Luth believes is being internally reviewed by Triumph staff at this time.

- f. Bylaws with PEDC and FloridaWest Review:** Donnie McMahon suggested appointing a Board member from FloridaWest to sit on the PEDC board for closer continuity between

the two Boards. Lewis Bear stated that the legislation establishing PEDC needs to be revised by legislatures. Karen Sindel suggested reaching out to the PEDC Board first to assess their perspective on the idea, perhaps through a letter from the CEDA chair to the PEDC Board. Scott Luth indicated he will draft the letter and send to Wendell Smith for review.

- g. Other Business:** Wendell Smith discussed the Florida Chamber 2030 meeting earlier in the day, citing an exciting future for the state of Florida and transformational for our region.
- 6. Adjourn:** The board adjourned at 3:18pm.

The next FloridaWest Board of Director's Meeting will take place on August 30th at 2 pm.

Respectfully Submitted By:

**Karen Sindel, Secretary/Treasurer
FloridaWest EDA**