

## **ECONOMIC DEVELOPMENT COUNCIL**

There was a meeting of the Indian River County (IRC) Economic Development Council (EDC) on Tuesday, March 20, 2007, at 3:00 p.m. in the First Floor Conference Room "A" of the County Administration Building, 1840 25<sup>th</sup> Street, Vero Beach, Florida.

Present were members: Chairman William Penney, Banking Appointee; Mayor Andrea Coy, City of Sebastian Appointee; Doug Bournique, Local Industry Appointee; Gary Sullivan, Civic Organization Appointee; Penny Chandler, Indian River Chamber of Commerce (IRCOC) Appointee (arrived at 3:15); Councilmember Debra Fromang, City of Vero Beach Appointee; Scott Carson, Real Estate Appointee; Talmage Rogers, Jr., Citrus Industry Appointee; Ray Coniglio, Sebastian River Area Chamber of Commerce Appointee; James Kretsch, Deborah Segal, and Linda Schlitt-Gonzalez, Member-at-Large Appointees; Ann Reuter, School Board Appointee; and Peter O'Bryan, Non-voting Commissioner Liaison.

Absent were members: Vice Chairman Peter Robinson, Developer Appointee; Deborah Mayfield, Board of County Commissioners (BCC) Appointee; Victor Hart, Sr., Gifford Community Appointee (all excused); and Councilmember Francisco Magana, City of Fellsmere Appointee (unexcused).

Also present were IRC Staff: Mr. Joseph Baird, County Administrator; Bill Schutt, Senior Economic Development Planner; and Terri Collins-Lister, Staff Assistant IV. Others present: Helene Caseltine, Alternate, IRCOC Appointee.

### **Call to Order**

Chairman Penney called the meeting to order and congratulated Ms. Fromang and Ms. Coy on their recent re-elections.

### **Approval of the Minutes of February 20, 2007 Meeting**

**ON MOTION BY Mr. Rogers, SECONDED BY Mr. Coniglio, the members voted unanimously (12-0) to approve the February 20, 2007 meeting minutes as presented.**

## **Committee Members Matters**

Chairman Penney noted Ms. Fromang would need to leave early, so he proposed moving Committee Members Matters for Ms. Fromang to present her item of business.

Ms. Fromang mentioned she had attended the National League of Cities and went to a program called, Local Economic Development: The Good, Bad, and Ugly by Dr. Lloyd Blanchard from the Louisiana State University. She gave a brief summary of the presentation and asked Terri Collins-Lister, Recording Secretary to make copies of the presentation for the committee members, a copy of which is on file in the Commission Office.

## **Local Jobs Grant Application for "Girard Equipment"**

Mr. Bill Schutt, IRC Senior Economic Development Planner, indicated recently the Chamber of Commerce received an application for a local jobs grant from Girard Equipment. He gave a brief overview of Girard Equipment and noted the proposed facility would bring a total of 12 jobs to IRC, six of which meet the criteria for the minimum wage requirements for the local jobs grant.

Mr. Schutt asked the committee members to review the application and make a recommendation to the BCC.

**ON MOTION BY Mr. Kretsch, SECONDED BY Mr. Rogers, the members voted (12-0) unanimously to recommend the Board of County Commissioners approve the local jobs grant of up to \$6,000 for Girard Equipment.**

**UNDER DISCUSSION**, Mr. Rogers mentioned \$6,000 was a very small amount to be spread out over a five year period and recommended two or three years. Ms. Segal suggested a step program where if it would come under a certain amount, for example \$6,000, then it would be over a two year period and when there was a larger amount of money awarded, it would be given out over a five year period.

Ms. Schlitt-Gonzalez suggested approving this recommendation to forward the application on in order not to jeopardize Girard Equipment's request.

Ms. Chandler arrived at 3:15 p.m.

A discussion ensued on asking the BCC to accelerate the time frame for the grant from the five year period to a two year period. Commissioner O'Bryan felt the BCC would prefer to see the EDC recommend some specific criteria for that acceleration.

Chairman Penney inquired on how Girard Equipment knew of IRC. Ms. Caseltine indicated Girard Equipment had looked at IRC previously but changed their minds.

### **Establishing County Employment Trend Data Sheets Report Card**

Chairman Penney gave a background on the County Employment Trend Data Sheets which was created to track employment and unemployment by job sector including the target industries.

Mr. Schutt handed out a copy of the Draft Indian River County Target Industry Report Card 2001-2005 (Report Card) with a summary sheet, a copy of which is on file in the Commission Office. He reviewed the Report Card and noted the summary sheet explained how the North American Industrial Classification System (NAICS) was obtained.

Mr. Schutt stated the trend started in the year 2001 because prior to 2001 there were other classification systems for the NAICS

A discussion ensued on the loss of jobs and Mr. Schutt opined perhaps the hurricanes had affected some of the jobs. Chairman Penney inquired whether the EDC had the right targeted industries and opined by looking at this chart it would help to re-assess those industries periodically in the terms of numbers and salaries.

Mr. Schutt gave the committee members a copy of the Qualified Target Industry (QTI) Tax Refund Target Industries, a copy of which is on file in the Commission Office.

Ms. Helene Caseltine, IRCOC Appointee, Alternate, commented she had been told if there were more than five types of industries on a targeted industry list, you were not targeting anything.

Ms. Fromang left at 3:25 p.m.

A lengthy discussion ensued on target industries and it was suggested the EDC should focus on one specific industry to market.

Ms. Chandler suggested reviewing the QTI list of target industries with the main headings and the EDC create their own list under those headings. Ms. Schlitt-Gonzalez reiterated the original premise was high paying jobs and a focus on those things that brought money into the community from other areas. Mr. Bournique opined the way Congress was funding the biofuels; the business recruitment team should look at companies willing to relocate to IRC and look for federal grants for them to fund the fuels because there was a lot of vacant agriculture lands that could be used for biofuels plants.

Ms. Chandler asked what was the intent related to the QTI to establish the Report Card. Chairman Penney replied the intent was to track the number of jobs and the average wages for those jobs of the target and significant employers of the non-targeted industries.

Chairman Penney remarked the fall out of the Report Card was the re-examination of the targeted industries.

**ON MOTION BY Ms. Chandler, SECONDED BY Ms. Schlitt-Gonzalez, the members voted unanimously (12-0) to recommend the Economic Development Council adopt the six categories used by the state of the Qualified Targeted Industries and put together a task force to address the details of those six categories in order to re-examine the County's targeted industries.**

**UNDER DISCUSSION**, Ms. Caseltine felt what should be considered was if IRC was a attractive spot for a prospective companies such as a trained and trainable workforce, available property zoned and ready to go, and buildings ready to be moved into.

A discussion ensued on the Economic Taskforce subcommittee and asked Ms. Terri Collins-Lister, Recording Secretary to coordinate a date and notify the public of the meeting.

Commissioner O'Bryan inquired when the 2006 data would be available for the Report Card. Mr. Schutt opined it would be available in April 2007. Commissioner O'Bryan asked when the 2006 data becomes available for Mr. Schutt to bring back the updated information. He also referred to the State's QTI and mentioned the last time it had been revised was in January 2004 and would like to see if there was an updated version.

## **Draft Proposal for a Business Recruitment Team**

Commissioner O'Bryan asked if it had been identified how the Business Recruitment Team would be funded for travel to meet with prospective businesses. Mr. Bournique told the committee from his experience in the past the Chamber of Commerce had funded a portion, and some had come through fundraisers and donations from various businesses.

Ms. Schlitt-Gonzalez opined it was important for a County Commissioner to be part of the Business Recruitment Team and wondered if the County could allocate some funds to facilitate this person to visit a business prospect without bringing up the issue in a public meeting.

Mr. Joseph Baird, IRC County Administrator, noted the County could allocate funds for the County Commissioner and at the same time get blanket approval to move forward without prior approval.

Ms. Chandler asked what if the BCC did not approve the travel for a County Commissioner for the Business Recruitment Team, could the Commissioner accept travel paid for out of the IRC Chamber Commerce Economic Development budget. Mr. Baird stated he would need to check with the IRC Legal Department, but preferred the County paid for their travel.

A discussion ensued on the Business Recruitment Team and the funding for travel. Ms. Segal gave the example of Torrey Pines and felt business prospects like to deal with top staff.

**ON MOTION BY Ms. Segal, SECONDED BY Mr. Coniglio, the members voted unanimously (12-0) to recommend that there be a travel budget allocated for economic development by the Business Recruitment Team.**

## **Other Matters**

Mr. Bournique suggested inviting a staff person from the Institute of Food and Agricultural Sciences (IFAS) to attend the April 17, 2007 EDC Meeting to discuss in further biofuels and alternative fuels as well as a representative from Congressman Weldon's office to discuss federal funds available to locate a biofuels facility in IRC.

Chairman Penney asked Mr. Bournique to coordinate this with Ms. Caseltine for get IFAS on the next EDC Agenda and notify Ms. Collins-Lister to make sure it gets on the next agenda.

### **Adjournment**

There being no further business the meeting adjourned at 4:10 p.m.